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AN ECONOMIC ANALYSIS OF THE U.S. HONEY INDUSTRY:

DATA DOCUMENTATION

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INTRODUCTION

The U.S. honey industry is undergoing a period of rapid change. The industry has concern about the possible effects of the infiltration of Africanized honey bees into the United States and what those bees might mean for honey production and providing pollination services. Varroa mites have heightened the industry's awareness of the potential effects of spreading bee diseases and parasites on the migratory behavior of beekeepers and the package bee and queen bee industry. There is continuing concern about the influence of pesticides on bees as they forage for food and pollinate crops. The effects of changing the federal honey price support program has industry participants anxious about the ability to maintain a positive cash flow in the future. Industry support of the National Honey Board, which has taken a role in promoting the use of honey in domestic and export markets, is strong. Finally, honey producers, packers, importers and brokers want to insure that all consumers receive a high quality product that is void of chemical alteration or pesticide residues.

To assist in identifying these issues and other issues that are of concern to the U.S. honey industry an economic study of the national honey industry was recommended and funded by the National Honey Board and the U.S. Department of Agriculture in 1989. This study, conducted by Cornell University, had two major components. The first emphasis was on a survey of the national honey industry. The purpose of the survey was to collect information to identify the needs and current economic status of the honey industry. The second emphasis of the research was to develop and expand an economic model of the national honey industry to aid in understanding the economic relationships in the industry. This model was to be used for simulation analysis of alternative

scenarios. The results were to be interpreted and implications for the industry were to be identified.

This report is one in a series of reports that summarizes the research on the economic analysis of the industry. In this report, the survey data from the national honey industry survey is documented. Each question in the survey is identified. The responses are detailed. Computer coding of the response is identified. The number of each response is reported. Its percent recorded. The mean, median, standard deviation, minimum and maximum value of each response are presented. A copy of the survey instrument is in the appendix.

Other Cornell University reports included in the series that details the economic analysis of the industry include works (1) describing the survey sample and the type of mailing used, (2) summarizing the data obtained from the survey, (3) identifying the raw data obtained from the analysis and (4) describing the economic model and scenario analyses. Additional works are to be published through the U.S. Department of Agriculture's publication series and in beekeeping trade journals.

DATA SUMMARY

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
How would you classify yourself in the honey industry?									
a. Producer	Not Circled	0	38	5.0	0.95	1	0.22	0	1
	Circled	1	716	95.0					
	TOTAL		754	100.0					
b. Packer	Not Circled	0	620	82.2	0.18	0	0.38	0	1
	Circled	1	134	17.8					
	TOTAL		754	100.0					
c. Importer	Not Circled	0	737	97.7	0.02	0	0.15	0	1
	Circled	1	17	2.3					
	TOTAL		754	100.0					
d. Broker	Not Circled	0	741	98.3	0.02	0	0.13	0	1
	Circled	1	13	1.7					
	TOTAL		754	100.0					

SECTION A. PRODUCERS

I. FIRM CHARACTERISTICS

1) Is beekeeping your: (Please circle ONE response.)

a. Full time profession	1	278	36.9	1.86	2	0.79	1	3
b. Part time profession	2	248	32.9					
c. Hobby	3	177	23.5					
Blank		51	6.8					
TOTAL		754	100.0					

2) What state do you consider the primary headquarters for your beekeeping operation

AK	1	0.1
AL	14	1.9
AR	11	1.5
AZ	19	2.5
CA	50	6.6
CO	8	1.1
CT	1	0.1
DC	0	0.0

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		DE	0	0.0					
		FL	46	6.1					
		GA	13	1.7					
		HI	0	0.0					
		IA	30	4.0					
		ID	12	1.6					
		IL	11	1.5					
		IN	7	0.9					
		KS	6	0.8					
		KY	1	0.1					
		LA	7	0.9					
		MA	2	0.3					
		MD	2	0.3					
		ME	3	0.4					
		MI	48	6.4					
		MN	39	5.2					
		MO	8	1.1					
		MS	13	1.7					
		MT	21	2.8					
		NC	10	1.3					
		ND	21	2.8					
		NE	18	2.4					
		NH	1	0.1					
		NJ	1	0.1					
		NM	2	0.3					
		NV	2	0.3					
		NY	26	3.4					
		OH	33	4.4					
		OK	4	0.5					
		OR	23	3.1					
		PA	20	2.7					
		RI	0	0.0					
		SC	2	0.3					
		SD	32	4.2					
		TN	10	1.3					
		TX	40	5.3					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		UT	11	1.5					
		VA	4	0.5					
		VT	6	0.8					
		WA	16	2.1					
		WI	40	5.3					
		WV	7	0.9					
		WY	13	1.7					
		Blank	39	5.2					
		TOTAL	754	100.0					
3) Is your actual residence in the same state as your primary beekeeping headquarters?									
a. No	1	14	1.8						
b. Yes	2	701	93.0						
	Blank	39	5.2						
	TOTAL	754	100.0		1.98	2	0.46	1	2
If no: In what state is your actual residence?									
		CA	1	0.1					
		CO	1	0.1					
		FL	1	0.1					
		GA	1	0.1					
		MN	1	0.1					
		MO	1	0.1					
		NJ	1	0.1					
		OK	1	0.1					
		OR	1	0.1					
		TX	1	0.1					
		UT	1	0.1					
		WA	1	0.1					
		WY	2	0.3					
		Blank	740	98.1					
		TOTAL	754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
4) Which of the following years did you NOT have a beekeeping operation? (Circle ALL that apply.)									
a. 1981	Circled	0	161	21.4					
	Not Circled	1	593	78.6					
	TOTAL		754	100.0	0.79	1	0.41	0	1
b. 1982	Circled	0	141	18.7					
	Not Circled	1	613	81.3					
	TOTAL		754	100.0	0.81	1	0.39	0	1
c. 1983	Circled	0	125	16.6					
	Not Circled	1	629	83.4					
	TOTAL		754	100.0	0.83	1	0.37	0	1
d. 1984	Circled	0	105	13.9					
	Not Circled	1	649	86.1					
	TOTAL		754	100.0	0.86	1	0.35	0	1
e. 1985	Circled	0	80	10.6					
	Not Circled	1	674	89.4					
	TOTAL		754	100.0	0.89	1	0.31	0	1
f. 1986	Circled	0	65	8.6					
	Not Circled	1	689	91.4					
	TOTAL		754	100.0	0.91	1	0.28	0	1
g. 1987	Circled	0	55	7.3					
	Not Circled	1	699	92.7					
	TOTAL		754	100.0	0.93	1	0.26	0	1
h. 1988	Circled	0	55	7.3					
	Not Circled	1	699	92.7					
	TOTAL		754	100.0	0.93	1	0.26	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
5) We would like to know your operation's peak production history during each of the last four years and the number of working colonies you had during that time. (Please fill in the information for the years when you had a beekeeping operation in the spaces provided. Write "0" if none.)									
a. 1985 Number of colonies on October 1	Non-Blank		635	84.2					
	Blank		119	15.8					
	TOTAL		754	100.0	748	202	1,725	2	27,367
b. 1985 Number of working colonies at peak production	Non-Blank		635	84.2					
	Blank		119	15.8					
	TOTAL		754	100.0	795	200	1,717	1	20,408
c. 1985 Month of the year your operation experienced peak production (beginning)									
	January	1	0	0.0					
	February	2	4	0.5					
	March	3	13	1.7					
	April	4	46	6.1					
	May	5	81	10.7					
	June	6	184	24.4					
	July	7	179	23.7					
	August	8	27	3.6					
	September	9	8	1.1					
	October	10	2	0.3					
	November	11	0	0.0					
	December	12	0	0.0					
	Blank		210	27.9					
	TOTAL		754	100.0	6.07	6	1.24	2	10
d. 1985 Month of the year your operation experienced peak production (end)									
	January	1	0	0.0					
	February	2	0	0.0					
	March	3	0	0.0					
	April	4	5	0.7					
	May	5	16	2.1					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	June	6	55	7.3					
	July	7	120	15.9					
	August	8	179	23.7					
	September	9	31	4.1					
	October	10	5	0.7					
	November	11	1	0.1					
	December	12	0	0.0					
	Blank		342	45.4					
	TOTAL		754	100.0	7.38	8	1.07	4	11
a.	1986 Number of colonies on October 1	Non-Blank	653	86.6					
		Blank	101	13.4					
		TOTAL	754	100.0	748	202	1,694	2	26,706
∞	b.	1986 Number of working colonies at peak production	Non-Blank	649	86.1				
		Blank	105	13.9					
		TOTAL	754	100.0	817	200	1,911	2	29,674
c.	1986 Month of the year your operation experienced peak production (beginning)								
	January	1	0	0.0					
	February	2	2	0.3					
	March	3	15	2.0					
	April	4	42	5.6					
	May	5	84	11.1					
	June	6	189	25.1					
	July	7	188	24.9					
	August	8	29	3.8					
	September	9	6	0.8					
	October	10	2	0.3					
	November	11	0	0.0					
	December	12	0	0.0					
	Blank		197	26.1					
	TOTAL		754	100.0	6.09	6	1.20	2	10

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
d. 1986 Month of the year your operation experienced peak production (end)									
	January	1	0	0.0					
	February	2	0	0.0					
	March	3	0	0.0					
	April	4	6	0.8					
	May	5	15	2.0					
	June	6	56	7.4					
	July	7	125	16.6					
	August	8	178	23.6					
	September	9	32	4.2					
	October	10	6	0.8					
	November	11	1	0.1					
	December	12	0	0.0					
	Blank		335	44.4					
	TOTAL		754	100.0	7.38	8	1.08	4	11
a. 1987 Number of colonies on October 1									
	Non-Blank		670	88.9					
	Blank		84	11.1					
	TOTAL		754	100.0	768	200	1,741	1	28,503
b. 1987 Number of working colonies at peak production									
	Non-Blank		668	88.6					
	Blank		86	11.4					
	TOTAL		754	100.0	830	200	1,964	1	31,670
c. 1987 Month of the year your operation experienced peak production (beginning)									
	January	1	0	0.0					
	February	2	2	0.3					
	March	3	13	1.7					
	April	4	41	5.4					
	May	5	88	11.7					
	June	6	197	26.1					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	July	7	185	24.5					
	August	8	29	3.8					
	September	9	7	0.9					
	October	10	2	0.3					
	November	11	0	0.0					
	December	12	0	0.0					
	Blank		190	25.2					
	TOTAL		754	100.0	6.10	6	1.19	2	10
d.	1987 Month of the year your operation experienced peak production (end)								
	January	1	0	0.0					
	February	2	0	0.0					
	March	3	0	0.0					
	April	4	6	0.8					
	May	5	18	2.4					
	June	6	54	7.2					
	July	7	133	17.6					
	August	8	188	24.9					
	September	9	31	4.1					
	October	10	5	0.7					
	November	11	1	0.1					
	December	12	0	0.0					
	Blank		318	42.2					
	TOTAL		754	100.0	7.37	8	1.065	4	11
a.	1988 Number of colonies on October 1								
	Non-Blank		678	89.9					
	Blank		76	10.1					
	TOTAL		754	100.0	783	239	1,760	2	29,640
b.	1988 Number of working colonies at peak production								
	Non-Blank		676	89.7					
	Blank		78	10.3					
	TOTAL		754	100.0	836	228	1,987	2	32,934

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
c. 1988 Month of the year your operation experienced peak production (beginning)									
	January	1	0	0.0					
	February	2	3	0.4					
	March	3	11	1.5					
	April	4	42	5.6					
	May	5	91	12.1					
	June	6	176	23.3					
	July	7	189	25.1					
	August	8	32	4.2					
	September	9	9	1.2					
	October	10	4	0.5					
	November	11	0	0.0					
	December	12	0	0.0					
	Blank		197	26.1					
	TOTAL		754	100.0	6.14	6	1.24	2	10
d. 1988 Month of the year your operation experienced peak production (end)									
	January	1	0	0.0					
	February	2	0	0.0					
	March	3	0	0.0					
	April	4	4	0.5					
	May	5	18	2.4					
	June	6	59	7.8					
	July	7	113	15.0					
	August	8	191	25.3					
	September	9	42	5.6					
	October	10	6	0.8					
	November	11	1	0.1					
	December	12	0	0.0					
	Blank		320	42.4					
	TOTAL		754	100.0	7.44	8	1.088	4	11

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
II. PRODUCTS AND SERVICES									
Receipts and Production:									
1) What were your total gross receipts from products sold, services provided and/or program participation from 1985 to 1988?									
1985 Honey (not forfeited to CCC)	Non-Blank		326	43.2					
	Blank		428	56.8					
	TOTAL		754	100.0	28,905	4,950	90,049	20	1,365,240
1985 Pollination Services	Non-Blank		133	17.6					
	Blank		621	82.4					
	TOTAL		754	100.0	21,829	4,400	39,272	1	230,587
1985 Beeswax	Non-Blank		183	24.3					
	Blank		571	75.7					
	TOTAL		754	100.0	2,528	700	5,346	1	40,000
1985 Package Bees	Non-Blank		16	2.1					
	Blank		738	97.9					
	TOTAL		754	100.0	28,435	5,781	60,720	100	239,858
1985 Queens and Nucs	Non-Blank		30	4.0					
	Blank		724	96.0					
	TOTAL		754	100.0	14,007	2,813	25,226	24	126,847
1985 Royal Jelly, Propolis, Pollen	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	5,199	2,112	7,423	40	25,000
1985 Other	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	63,420	3,000	184,721	150	738,303
1985 Gov't Payments (net receipts)- CCC forfeitures									
	Non-Blank		181	24.0					
	Blank		573	76.0					
	TOTAL		754	100.0	42,432	7,137	130,594	220	1,327,152

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Honey (not forfeited to CCC)	Non-Blank		389	51.6					
	Blank		365	48.4					
	TOTAL		754	100.0	37,042	6,000	107,763	20	1,571,699
1986 Pollination Services	Non-Blank		142	18.8					
	Blank		612	81.2					
	TOTAL		754	100.0	21,031	6,767	35,169	30	185,152
1986 Beeswax	Non-Blank		191	25.3					
	Blank		563	74.7					
	TOTAL		754	100.0	2,509	779	6,183	1	71,500
1986 Package Bees	Non-Blank		19	2.5					
	Blank		735	97.5					
	TOTAL		754	100.0	27,895	4,800	74,334	150	325,800
1986 Queens and Nucs	Non-Blank		29	3.8					
	Blank		725	96.2					
	TOTAL		754	100.0	39,345	6,500	156,767	43	851,524
1986 Royal Jelly, Propolis, Pollen	Non-Blank		27	3.6					
	Blank		727	96.4					
	TOTAL		754	100.0	4,682	609	7,842	40	30,000
1986 Other	Non-Blank		21	2.8					
	Blank		733	97.2					
	TOTAL		754	100.0	68,293	2,959	163,481	150	611,199
1986 Gov't Payments (net receipts)- CCC forfeitures	Non-Blank		162	21.5					
	Blank		592	78.5					
	TOTAL		754	100.0	34,409	7,061	88,163	23	741,997

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Gov't Payments (net receipts)- Marketing loan benefit	Non-Blank		81	10.7					
	Blank		673	89.3					
	TOTAL		754	100.0	13,676	2,379	43,480	1	325,052
1987 Honey (not forfeited to CCC)	Non-Blank		411	54.5					
	Blank		343	45.5					
	TOTAL		754	100.0	45,370	8,000	101,133	15	1,063,017
1987 Pollination Services	Non-Blank		150	19.9					
	Blank		604	80.1					
	TOTAL		754	100.0	22,939	6,303	39,584	45	288,675
1987 Beeswax	Non-Blank		209	27.7					
	Blank		543	72.3					
	TOTAL		754	100.0	3,031	640	10,018	1	131,867
1987 Package Bees	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	23,234	4,000	65,649	180	274,712
1987 Queens and Nucs	Non-Blank		37	4.9					
	Blank		717	95.1					
	TOTAL		754	100.0	13,856	3,895	21,938	12	106,279
1987 Royal Jelly, Propolis, Pollen	Non-Blank		29	3.8					
	Blank		725	96.5					
	TOTAL		754	100.0	6,147	1,308	9,690	70	39,000
1987 Other	Non-Blank		20	2.7					
	Blank		734	97.3					
	TOTAL		754	100.0	88,770	2,763	205,019	68	664,856

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1987 Gov't Payments (net receipts)- CCC forfeitures	Non-Blank		170	22.5					
	Blank		584	77.5					
	TOTAL		754	100.0	41,527	5,616	186,504	55	2,272,240
1987 Gov't Payments (net receipts)- Marketing loan benefit	Non-Blank		149	19.8					
	Blank		605	80.2					
	TOTAL		754	100.0	12,617	2,460	35,272	8	249,610
1988 Honey (not forfeited to CCC)	Non-Blank		432	57.3					
	Blank		322	42.7					
	TOTAL		754	100.0	37,351	8,622	72,091	1	790,455
1988 Pollination Services	Non-Blank		158	21.1					
	Blank		596	79.0					
	TOTAL		754	100.0	24,910	7,016	42,345	50	298,866
1988 Beeswax	Non-Blank		227	30.1					
	Blank		527	69.9					
	TOTAL		754	100.0	2,487	600	5,089	1	52,000
1988 Package Bees	Non-Blank		12	1.6					
	Blank		742	98.4					
	TOTAL		754	100.0	32,200	7,134	51,424	200	170,000
1988 Queens and Nucs	Non-Blank		40	5.3					
	Blank		714	94.7					
	TOTAL		754	100.0	14,749	3,703	32,280	25	192,235
1988 Royal Jelly, Propolis, Pollen	Non-Blank		33	4.4					
	Blank		721	95.6					
	TOTAL		754	100.0	7,489	1,284	12,952	1	48,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1988 Other	Non-Blank		24	3.2					
	Blank		730	96.8					
	TOTAL		754	100.0	50,677	2,725	131,330	30	545,000
1988 Gov't Payments (net receipts)- CCC forfeitures	Non-Blank		181	24.0					
	Blank		573	76.0					
	TOTAL		754	100.0	33,700	5,297	104,759	26	959,558
1988 Gov't Payments (net receipts)- Marketing loan benefit	Non-Blank		189	25.1					
	Blank		565	74.9					
	TOTAL		754	100.0	12,231	2,718	30,264	40	301,215
16	2) How much of the following did your beekeeping operation produce or provide from 1985 to 1988?								
	1985 Honey	Non-Blank	486	64.5					
		Blank	268	35.5					
		TOTAL	754	100.0	53,528	10,105	139,390	5	1,774,500
	1985 Beeswax	Non-Blank	294	39.0					
		Blank	460	61.0					
		TOTAL	754	100.0	1,596	350	3,628	1	35,000
	1985 Royal Jelly, Propolis & Pollen	Non-Blank	19	2.5					
		Blank	735	97.5					
		TOTAL	754	100.0	1,482	200	2,782	5	9,000
	1985 Package Bees	Non-Blank	12	1.6					
		Blank	742	98.4					
		TOTAL	754	100.0	5,821	1,500	12,524	3	44,172
	1985 Nucs	Non-Blank	28	3.7					
		Blank	726	96.3					
		TOTAL	754	100.0	880	95	1,956	2	6,500

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1985 Queens Sold Separately	Non-Blank		15	2.0					
	Blank		739	98.0					
	TOTAL		754	100.0	3,275	1,000	4,853	2	14,988
1985 Pollination Services - # of Colonies	Non-Blank		147	19.5					
	Blank		607	80.5					
	TOTAL		754	100.0	687	200	1,159	4	6,000
1985 Pollination Services - # of Rentals	Non-Blank		101	13.4					
	Blank		653	86.6					
	TOTAL		754	100.0	522	100	1,000	1	4,674
1986 Honey	Non-Blank		524	69.5					
	Blank		230	30.5					
	TOTAL		754	100.0	67,665	12,000	214,542	8	3,727,750
1986 Beeswax	Non-Blank		317	42.0					
	Blank		437	58.0					
	TOTAL		754	100.0	1,872	390	4,943	1	65,000
1986 Royal Jelly, Propolis & Pollen	Non-Blank		30	4.0					
	Blank		724	96.0					
	TOTAL		754	100.0	1,572	95	3,234	3	11,400
1986 Package Bees	Non-Blank		13	1.7					
	Blank		741	98.3					
	TOTAL		754	100.0	5,807	1,000	14,266	3	52,410
1986 Nucs	Non-Blank		25	3.3					
	Blank		729	96.7					
	TOTAL		754	100.0	1,176	90	2,501	1	8,500
1986 Queens Sold Separately	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	11,460	1,300	37,742	3	157,412

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Pollination Services - # of Colonies	Non-Blank		153	20.3					
	Blank		601	79.7					
	TOTAL		754	100.0	718	260	1,212	5	8,000
1986 Pollination Services - # of Rentals	Non-Blank		103	13.7					
	Blank		651	86.3					
	TOTAL		754	100.0	530	103	925	1	4,000
1987 Honey	Non-Blank		558	74.0					
	Blank		196	26.0					
	TOTAL		754	100.0	81,196	13,975	236,039	9	3,950,181
1987 Beeswax	Non-Blank		331	43.9					
	Blank		423	56.1					
	TOTAL		754	100.0	2,196	400	5,517	1	70,000
1987 Royal Jelly, Propolis & Pollen	Non-Blank		31	4.1					
	Blank		723	95.9					
	TOTAL		754	100.0	1,964	150	3,633	4	13,000
1987 Package Bees	Non-Blank		11	1.5					
	Blank		743	98.5					
	TOTAL		754	100.0	5,530	1,200	13,066	3	44,608
1987 Nucs	Non-Blank		32	4.2					
	Blank		722	95.8					
	TOTAL		754	100.0	1,074	66	2,594	2	10,000
1987 Queens Sold Separately	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	2,488	1,200	3,616	2	14,897
1987 Pollination Services - # of Colonies	Non-Blank		168	22.3					
	Blank		586	77.7					
	TOTAL		754	100.0	734	250	1,253	2	8,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1987 Pollination Services - # of Rentals	Non-Blank		111	14.7					
	Blank		643	85.3					
	TOTAL		754	100.0	533	122	967	1	4,314
1988 Honey	Non-Blank		559	74.1					
	Blank		195	25.9					
	TOTAL		754	100.0	71,024	15,000	167,304	9	2,614,591
1988 Beeswax	Non-Blank		349	46.3					
	Blank		405	53.7					
	TOTAL		754	100.0	2,181	400	6,080	1	80,000
1988 Royal Jelly, Propolis & Pollen	Non-Blank		37	4.9					
	Blank		717	95.1					
	TOTAL		754	100.0	2,154	160	4,222	1	16,000
1988 Package Bees	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	4,589	1,225	8,276	3	24,258
1988 Nucs	Non-Blank		30	4.0					
	Blank		724	96.0					
	TOTAL		754	100.0	1,146	81	2,682	2	10,000
1988 Queens Sold Separately	Non-Blank		20	2.7					
	Blank		734	97.3					
	TOTAL		754	100.0	2,683	800	4,858	6	20,792
1988 Pollination Services - # of Colonies	Non-Blank		168	22.3					
	Blank		586	77.7					
	TOTAL		754	100.0	774	277	1,282	2	8,500
1988 Pollination Services - # of Rentals	Non-Blank		114	15.1					
	Blank		640	84.9					
	TOTAL		754	100.0	596	129	1042	1	4,500

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
3) Of the products and services provided by your beekeeping operation referred to in Question 2, which three do you consider most important to your operation? (Please write down the items in the spaces provided in the order of their importance to your operation.)									
Most Important	Honey	1	557	73.9					
	Beeswax	2	1	0.1					
	Royal Jelly, Propolis & Pollen	3	4	0.5					
	Package Bees	4	1	0.1					
	Nucs	5	0	0.0					
	Queens Sold Separately	6	2	0.3					
	Pollination Services	7	75	9.9					
	Blank		114	15.1					
	TOTAL		754	100.0	1.74	1	1.95	1	7
Second Most Important	Honey	1	70	9.3					
	Beeswax	2	276	36.6					
	Royal Jelly, Propolis & Pollen	3	7	0.9					
	Package Bees	4	7	0.9					
	Nucs	5	11	1.5					
	Queens Sold Separately	6	8	1.1					
	Pollination Services	7	120	15.9					
	Blank		255	33.8					
	TOTAL		754	100.0	3.23	2	2.27	1	7
Third Most Important	Honey	1	10	1.3					
	Beeswax	2	132	17.5					
	Royal Jelly, Propolis & Pollen	3	16	2.1					
	Package Bees	4	5	0.7					
	Nucs	5	17	2.3					
	Queens Sold Separately	6	11	1.5					
	Pollination Services	7	55	7.3					
	Blank		508	67.4					
	TOTAL		754	100.0	3.57	2	2.16	1	7

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
4) Did your beekeeping operation suffer a reduction in production for any of the following reasons from 1985 to 1988 (CHECK where appropriate.)									
1985 Drought	Not Checked	0	621	82.4					
	Checked	1	133	17.6					
	TOTAL		754	100.0	0.18	0	0.38	0	1
1985 Disease	Not Checked	0	731	96.9					
	Checked	1	23	3.1					
	TOTAL		754	100.0	0.03	0	0.17	0	1
1985 Mites	Not Checked	0	732	97.1					
	Checked	1	22	2.9					
	TOTAL		754	100.0	0.03	0	0.17	0	1
1985 Other (First Response)	Not Checked	0	618	82.0					
	Checked	1	136	18.0					
	TOTAL		754	100.0	0.18	0	0.38	0	1
1985 Other (Second Response)	Not Checked	0	738	97.9					
	Checked	1	16	2.1					
	TOTAL		754	100.0	0.02	0	0.14	0	1
1986 Drought	Not Checked	0	621	82.4					
	Checked	1	133	17.6					
	TOTAL		754	100.0	0.18	0	0.38	0	1
1986 Disease	Not Checked	0	731	96.9					
	Checked	1	23	3.1					
	TOTAL		754	100.0	0.03	0	0.17	0	1
1986 Mites	Not Checked	0	727	96.4					
	Checked	1	27	3.6					
	TOTAL		754	100.0	0.03	0	0.19	0	1
1986 Other (First Response)	Not Checked	0	605	80.2					
	Checked	1	149	19.8					
	TOTAL		754	100.0	0.20	0	0.40	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Other (Second Response)	Not Checked	0	735	97.5	0.03	0	0.16	0	1
	Checked	1	19	2.5					
	TOTAL		754	100.0					
1987 Drought	Not Checked	0	579	76.8	0.23	0	0.42	0	1
	Checked	1	175	23.2					
	TOTAL		754	100.0					
1987 Disease	Not Checked	0	720	95.5	0.05	0	0.21	0	1
	Checked	1	34	4.5					
	TOTAL		754	100.0					
1987 Mites	Not Checked	0	708	93.9	0.06	0	0.24	0	1
	Checked	1	46	6.1					
	TOTAL		754	100.0					
1987 Other (First Response)	Not Checked	0	626	83.0	0.17	0	0.38	0	1
	Checked	1	128	17.0					
	TOTAL		754	100.0					
1987 Other (Second Response)	Not Checked	0	734	97.3	0.03	0	0.16	0	1
	Checked	1	20	2.7					
	TOTAL		754	100.0					
1988 Drought	Not Checked	0	479	63.5	0.36	0	0.48	0	1
	Checked	1	275	36.5					
	TOTAL		754	100.0					
1988 Disease	Not Checked	0	721	95.6	0.04	0	0.20	0	1
	Checked	1	33	4.4					
	TOTAL		754	100.0					
1988 Mites	Not Checked	0	650	86.2	0.14	0	0.35	0	1
	Checked	1	104	13.8					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1988 Other (First Response)	Not Checked	0	633	84.0	0.16	0	0.37	0	1
	Checked	1	121	16.0					
	TOTAL		754	100.0					
1988 Other (Second Response)	Not Checked	0	734	97.3	0.03	0	0.16	0	1
	Checked	1	20	2.7					
	TOTAL		754	100.0					
Honey Marketing:									
5) During the period of 1985 to 1988 what percent of the honey you marketed was white, extra light amber, light amber or amber?									
1985 White	Non-Blank		572	75.9	36.26	0.00	44.15	0	100
	Blank		182	24.1					
	TOTAL		754	100.0					
1985 Extra Light Amber	Non-Blank		572	75.9	24.64	0.00	35.50	0	100
	Blank		182	24.1					
	TOTAL		754	100.0					
1985 Light Amber	Non-Blank		572	75.9	24.29	0.00	36.63	0	100
	Blank		182	24.1					
	TOTAL		754	100.0					
1985 Amber	Non-Blank		572	75.9	13.62	0.00	29.56	0	100
	Blank		182	24.1					
	TOTAL		754	100.0					
1985 Non-Table	Non-Blank		572	75.9	1.07	0.00	7.31	0	90
	Blank		182	24.1					
	TOTAL		754	100.0					
1986 White	Non-Blank		597	79.2	34.47	0.00	43.42	0	100
	Blank		157	20.8					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Extra Light Amber	Non-Blank		597	79.2					
	Blank		157	20.8					
	TOTAL		754	100.0	26.05	0.00	36.75	0	100
1986 Light Amber	Non-Blank		597	79.2					
	Blank		157	20.8					
	TOTAL		754	100.0	24.49	0.00	36.82	0	100
1986 Amber	Non-Blank		597	79.2					
	Blank		157	20.8					
	TOTAL		754	100.0	13.90	0.00	29.43	0	100
1986 Non-Table	Non-Blank		597	79.2					
	Blank		157	20.8					
	TOTAL		754	100.0	1.08	0.00	7.53	0	90
1987 White	Non-Blank		628	83.3					
	Blank		126	16.7					
	TOTAL		754	100.0	36.73	0.00	43.98	0	100
1987 Extra Light Amber	Non-Blank		628	83.3					
	Blank		126	16.7					
	TOTAL		754	100.0	24.95	0.00	35.12	0	100
1987 Light Amber	Non-Blank		628	83.3					
	Blank		126	16.7					
	TOTAL		754	100.0	24.01	0.00	36.25	0	100
1987 Amber	Non-Blank		628	83.3					
	Blank		126	16.7					
	TOTAL		754	100.0	13.19	0.00	28.35	0	100
1987 Non-Table	Non-Blank		628	83.3					
	Blank		126	16.7					
	TOTAL		754	100.0	1.14	0.00	7.30	0	90

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1988 White	Non-Blank		633	84.0					
	Blank		121	16.0					
	TOTAL		754	100.0	35.64	0.00	43.12	0	100
1988 Extra Light Amber	Non-Blank		633	84.0					
	Blank		121	16.0					
	TOTAL		754	100.0	27.06	3.00	36.30	0	100
1988 Light Amber	Non-Blank		633	84.0					
	Blank		121	16.0					
	TOTAL		754	100.0	24.02	0.00	36.40	0	100
1988 Amber	Non-Blank		633	84.0					
	Blank		121	16.0					
	TOTAL		754	100.0	12.32	0.00	27.85	0	100
1988 Non-Table	Non-Blank		633	84.0					
	Blank		121	16.0					
	TOTAL		754	100.0	0.96	0.00	6.61	0	90
6) During the period of 1985 to 1988 which of the following markets did you use to dispose of your honey crop and what was the amount of honey sold in each market? (Each honey crop year's total should agree with the honey production you reported in Question 2.)									
1985 Roadside Market	Non-Blank		128	17.0					
	Blank		626	83.0					
	TOTAL		754	100.0	3,004	759	15,573	30	175,000
1985 Retail Stores	Non-Blank		106	14.1					
	Blank		648	85.9					
	TOTAL		754	100.0	8,271	2,375	16,498	50	122,850
1985 Institutions	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	4,414	2,000	6,523	30	15,839

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1985 Broker or Dealer	Non-Blank		32	4.2					
	Blank		722	95.8					
	TOTAL		754	100.0	31,296	3,242	94,312	125	504,000
1985 Packers/Bottlers Independent	Non-Blank		98	13.0					
	Blank		656	87.0					
	TOTAL		754	100.0	38,681	13,836	57,318	136	298,000
1985 Packers/Bottlers Cooperative	Non-Blank		64	8.5					
	Blank		690	91.5					
	TOTAL		754	100.0	86,655	49,790	117,914	150	657,420
1985 Direct Export	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	8,400	8,000	4,613	4,000	13,200
1985 Industrial User of Food Manufacturer	Non-Blank		22	2.9					
	Blank		732	97.1					
	TOTAL		754	100.0	24,494	4,638	68,082	60	321,500
1985 Forfeited to CCC	Non-Blank		178	23.6					
	Blank		576	76.4					
	TOTAL		754	100.0	67,430	14,921	185,969	100	1,675,775
1985 Other Outlet	Non-Blank		39	5.2					
	Blank		715	94.8					
	TOTAL		754	100.0	5,117	800	16,143	30	98,725
1985 Not Sold or In Storage	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	2,995	614	6,877	5	27,300
1985 TOTAL	Non-Blank		466	61.8					
	Blank		288	38.2					
	TOTAL		754	100.0	52,443	11,000	137,070	5	1,774,500

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Roadside Market	Non-Blank		131	17.4					
	Blank		623	82.6					
	TOTAL		754	100.0	2,867	880	13,025	30	147,420
1986 Retail Stores	Non-Blank		123	16.3					
	Blank		631	83.7					
	TOTAL		754	100.0	9,760	3,000	21,032	40	175,000
1986 Institutions	Non-Blank		7	0.9					
	Blank		747	99.1					
	TOTAL		754	100.0	788	700	719	60	2,000
1986 Broker or Dealer	Non-Blank		47	6.2					
	Blank		707	93.8					
	TOTAL		754	100.0	36,451	4,000	96,417	125	487,000
1986 Packers/Bottlers Independent	Non-Blank		157	20.8					
	Blank		597	79.2					
	TOTAL		754	100.0	81,664	16,000	311,597	300	3,634,650
1986 Packers/Bottlers Cooperative	Non-Blank		68	9.0					
	Blank		686	91.0					
	TOTAL		754	100.0	129,863	56,864	204,442	350	940,000
1986 Direct Export	Non-Blank		1	0.1					
	TOTAL		754	100.0	12,400	12,400		12,400	12,400
	Blank		753	99.9					
1986 Industrial User or Food Manufacturer	Non-Blank		26	3.4					
	Blank		728	96.6					
	TOTAL		754	100.0	29,536	3,001	75,210	40	362,400
1986 Forfeited to CCC	Non-Blank		137	18.2					
	Blank		617	81.8					
	TOTAL		754	100.0	62,014	12,200	158,167	20	1,107,458

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Other Outlet	Non-Blank		44	5.8					
	Blank		710	94.2					
	TOTAL		754	100.0	5,225	1,000	15,003	30	93,100
1986 Not Sold or In Storage	Non-Blank		22	2.9					
	Blank		732	97.1					
	TOTAL		754	100.0	10,023	752	17,626	15	72,480
1986 TOTAL	Non-Blank		506	67.1					
	Blank		248	32.9					
	TOTAL		754	100.0	68,525	12,023	22,390	30	3,727,750
1987 Roadside Market	Non-Blank		141	18.7					
	Blank		613	81.3					
	TOTAL		754	100.0	4,721	900	31,611	12	375,000
1987 Retail Stores	Non-Blank		130	17.2					
	Blank		624	82.8					
	TOTAL		754	100.0	11,130	3,000	23,783	50	175,000
1987 Institutions	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	18,687	890	47,865	13	137,000
1987 Broker or Dealer	Non-Blank		53	7.0					
	Blank		701	93.0					
	TOTAL		754	100.0	40,509	3,160	96,165	80	533,000
1987 Packers/Bottlers Independent	Non-Blank		189	25.1					
	Blank		565	74.9					
	TOTAL		754	100.0	81,265	21,374	178,681	100	1,346,890
1987 Packers/Bottlers Cooperative	Non-Blank		71	9.4					
	Blank		683	90.6					
	TOTAL		754	100.0	159,924	77,140	209,245	50	920,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1987 Direct Export	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	78,650	78,650	40,517	50,000	107,300
1987 Industrial User or Food Manufacturer	Non-Blank		29	3.8					
	Blank		725	96.2					
	TOTAL		754	100.0	45,634	10,000	89,851	40	394,300
1987 Forfeited to CCC	Non-Blank		144	19.1					
	Blank		610	80.9					
	TOTAL		754	100.0	72,177	12,200	277,692	180	2,951,921
1987 Other Outlet	Non-Blank		48	6.4					
	Blank		706	93.6					
	TOTAL		754	100.0	6,076	950	16,510	20	90,000
1987 Not Sold or In storage	Non-Blank		32	4.2					
	Blank		722	95.8					
	TOTAL		754	100.0	13,028	1,943	32,272	25	132,300
1987 Total	Non-Blank		544	72.1					
	Blank		210	27.9					
	TOTAL		754	100.0	80,341	13,968	236,133	25	3,950,181
1988 Roadside Market	Non-Blank		146	19.4					
	Blank		608	80.6					
	TOTAL		754	100.0	4,964	1,000	23,796	14	240,000
1988 Retail Stores	Non-Blank		133	17.6					
	Blank		621	82.4					
	TOTAL		754	100.0	16,439	3,000	50,029	50	500,000
1988 Institutions	Non-Blank		7	0.9					
	Blank		747	99.1					
	TOTAL		754	100.0	23,391	1,500	55,057	180	148,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1988 Broker or Dealer	Non-Blank		65	8.6					
	Blank		689	91.4					
	TOTAL		754	100.0	35,879	3,360	86,926	61	549,000
1988 Packers/Bottlers Independent	Non-Blank		207	27.5					
	Blank		547	72.5					
	TOTAL		754	100.0	85,645	22,680	210,533	100	2,522,591
1988 Packers/Bottlers Cooperative	Non-Blank		69	9.2					
	Blank		685	90.8					
	TOTAL		754	100.0	109,723	65,000	151,026	50	850,000
1988 Direct Export	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	40,383	36,000	42,097	650	84,500
1988 Industrial User or Food Manufacturer	Non-Blank		32	4.2					
	Blank		722	95.8					
	TOTAL		754	100.0	45,158	6,560	93,953	50	409,400
1988 Forfeited to CCC	Non-Blank		123	16.3					
	Blank		631	83.7					
	TOTAL		754	100.0	41,299	11,006	90,692	250	677,162
1988 Other Outlet	Non-Blank		52	6.9					
	Blank		702	93.1					
	TOTAL		754	100.0	9,382	638	34,954	20	233,363
1988 Not Sold or In Storage	Non-Blank		40	5.3					
	Blank		714	94.7					
	TOTAL		754	100.0	17,712	1,450	41,222	10	200,000
1988 Total	Non-Blank		543	72.0					
	Blank		211	28.0					
	TOTAL		754	100.0	70,992	15,479	167,241	45	2,614,591

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Government Honey Price Support Program:									
7) Since the 1981 crop year, have you participated in the government honey price support program?									
a. No		1	111	14.7					
b. Yes		2	600	79.6					
	Blank		43	5.7					
	TOTAL		754	100.0	1.84	2	0.36	1	2
8) Please fill in the information for honey your operation placed under loan with the government honey price support program from 1981 to 1988.									
1981 Quantity Placed Under Loan	Non-Blank		37	4.9					
	Blank		717	95.1					
	TOTAL		754	100.0	134,089	40,000	257,087	100	1,131,674
1981 Quantity Forfeited to CCC	Non-Blank		21	2.8					
	Blank		733	97.2					
	TOTAL		754	100.0	108,972	38,400	214,114	3,781	967,994
1981 Loan Forfeitures	Non-Blank		16	2.1					
	Blank		738	97.9					
	TOTAL		754	100.0	56,755	10,950	135,559	658	555,156
1982 Quantity Placed Under Loan	Non-Blank		42	5.6					
	Blank		712	94.4					
	TOTAL		754	100.0	195,465	48,182	421,764	100	2,252,094
1982 Quantity Forfeited to CCC	Non-Blank		30	4.0					
	Blank		724	96.0					
	TOTAL		754	100.0	151,662	42,559	407,433	552	2,211,834
1982 Loan Forfeitures	Non-Blank		21	2.8					
	Blank		733	97.2					
	TOTAL		754	100.0	95,560	14,936	291,429	311	1,354,250
1983 Quantity Placed Under Loan	Non-Blank		67	8.9					
	Blank		687	91.1					
	TOTAL		754	100.0	140,505	33,000	358,092	100	2,477,546

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1983 Quantity Forfeited to CCC	Non-Blank		52	6.9					
	Blank		702	93.1					
	TOTAL		754	100.0	128,424	28,933	366,236	1,134	2,456,126
1983 Loan Forfeitures	Non-Blank		41	5.4					
	Blank		713	94.6					
	TOTAL		754	100.0	78,057	11,333	246,427	696	1,545,763
1984 Quantity Placed Under Loan	Non-Blank		106	14.1					
	Blank		648	85.9					
	TOTAL		754	100.0	101,924	33,672	237,815	150	1,601,820
1984 Quantity Forfeited to CCC	Non-Blank		93	12.3					
	Blank		661	87.7					
	TOTAL		754	100.0	99,566	32,500	235,650	600	1,462,599
1984 Loan Forfeitures	Non-Blank		75	9.9					
	Blank		679	90.1					
	TOTAL		754	100.0	57,336	13,600	158,340	330	994,160
1985 Quantity Placed Under Loan	Non-Blank		221	29.3					
	Blank		533	70.7					
	TOTAL		754	100.0	64,815	15,000	172,272	150	1,675,775
1985 Quantity Forfeited to CCC	Non-Blank		171	22.7					
	Blank		583	77.3					
	TOTAL		754	100.0	66,844	14,842	189,242	400	1,675,775
1985 Loan Forfeitures	Non-Blank		130	17.2					
	Blank		624	82.8					
	TOTAL		754	100.0	41,482	7,284	124,350	276	1,096,129
1986 Quantity Placed Under Loan	Non-Blank		277	36.7					
	Blank		477	63.3					
	TOTAL		754	100.0	78,147	14,000	267,801	200	3,689,097

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Quantity Forfeited to CCC	Non-Blank		124	16.4					
	Blank		630	83.6					
	TOTAL		754	100.0	62,984	11,548	164,715	20	1,107,458
1986 Loan Forfeitures	Non-Blank		96	12.7					
	Blank		658	87.3					
	TOTAL		754	100.0	30,778	5,077	84,518	184	741,997
1986 Marketing Loan Benefit	Non-Blank		94	12.5					
	Blank		660	87.5					
	TOTAL		754	100.0	21,456	2,858	94,653	33	885,000
1987 Quantity Placed Under Loan	Non-Blank		362	48.0					
	Blank		392	52.0					
	TOTAL		754	100.0	88,359	14,363	311,244	180	3,950,181
1987 Quantity Forfeited to CCC	Non-Blank		121	16.0					
	Blank		633	84.0					
	TOTAL		754	100.0	84,700	11,740	303,599	180	2,951,921
1987 Loan Forfeitures	Non-Blank		100	13.3					
	Blank		654	86.7					
	TOTAL		754	100.0	65,846	5,900	217,324	89	1,864,078
1987 Marketing Loan Benefit	Non-Blank		171	22.7					
	Blank		583	77.3					
	TOTAL		754	100.0	12,202	2,098	33,388	24	249,611
1988 Quantity Placed Under Loan	Non-Blank		428	56.8					
	Blank		326	43.2					
	TOTAL		754	100.0	74,578	15,705	190,971	50	2,614,591
1988 Quantity Forfeited to CCC	Non-Blank		118	15.6					
	Blank		636	84.4					
	TOTAL		754	100.0	59,519	11,213	182,629	120	1,622,500

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
f. Other	Not Circled	0	633	84.0	0.16	0	0.37	0	1
	Circled	1	121	16.1					
	TOTAL		754	100.0					
10) In your opinion, how would your operation be affected if the federal honey support program were eliminated? (Please circle ALL that apply.)									
a. COULD NOT CONTINUE being a beekeeper.	Not Circled	0	509	67.5	0.33	0	0.47	0	1
	Circled	1	245	32.5					
	TOTAL		754	100.0					
b. Would MAINTAIN the size of my operation.	Not Circled	0	504	66.8	0.33	0	0.47	0	1
	Circled	1	250	33.2					
	TOTAL		754	100.0					
c. Would DECREASE the size of my operation.	Not Circled	0	616	81.7	0.18	0	0.39	0	1
	Circled	1	138	18.3					
	TOTAL		754	100.0					
d. Would EXPAND the size of my operation.	Not Circled	0	718	95.2	0.05	0	0.21	0	1
	Circled	1	36	4.8					
	TOTAL		754	100.0					
e. Would DIVERSIFY into other areas of beekeeping.	Not Circled	0	670	88.9	0.11	0	0.31	0	1
	Circled	1	84	11.1					
	TOTAL		754	100.0					
f. Other changes (Please specify.)	Not Circled	0	644	85.4	0.15	0	0.35	0	1
	Circled	1	110	14.6					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Bee Colony Transport:									
11) a.	Did you transport any of your bee colonies to other states in 1985, 1986, 1987 or 1988? (Circle ONE letter for each year.)								
1985	Not Circled	0	633	84.0					
	Circled	1	121	16.1					
	TOTAL		754	100.0	0.16	0	0.37	0	1
1986	Not Circled	0	627	83.2					
	Circled	1	127	16.8					
	TOTAL		754	100.0	0.17	0	0.37	0	1
1987	Not Circled	0	614	81.4					
	Circled	1	140	18.6					
	TOTAL		754	100.0	0.19	0	0.39	0	1
1988	Not Circled	0	618	82.0					
	Circled	1	136	18.0					
	TOTAL		754	100.0	0.18	0	0.38	0	1
No, I did not transport bee colonies to other states in 1985, 1986, 1987 or 1988.									
	Not Circled	0	187	24.8					
	Circled	1	567	75.2					
	TOTAL		754	100.0	0.75	1	0.43	0	1
11) b.	If you transported any of your bee colonies to other states, what was the main purpose? (Please check where appropriate.)								
1985 a.	Provide paid pollination services								
	Not Circled	0	712	94.4					
	Circled	1	42	5.6					
	TOTAL		754	100.0	0.06	0	0.23	0	1
1985 b.	Seek floral source for honey production								
	Not Circled	0	710	94.2					
	Circled	1	44	5.8					
	TOTAL		754	100.0	0.06	0	0.23	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1985 c. Wintering	Not Circled	0	697	92.4	0.08	0	0.26	0	1
	Circled	1	57	7.6					
	TOTAL		754	100.0					
1985 d. Other (Specify) (First Response)	Not Circled	0	737	97.7	0.02	0	0.15	0	1
	Circled	1	17	2.3					
	TOTAL		754	100.0					
1985 d. Other (Specify) (Second Response)	Not Circled	0	744	98.7	0.01	0	0.11	0	1
	Circled	1	10	1.3					
	TOTAL		754	100.0					
1986 a. Provide paid pollination services	Not Circled	0	708	93.9	0.06	0	0.24	0	1
	Circled	1	46	6.1					
	TOTAL		754	100.0					
1986 b. Seek floral source for honey production	Not Circled	0	709	94.0	0.06	0	0.24	0	1
	Circled	1	45	6.0					
	TOTAL		754	100.0					
1986 c. Wintering	Not Circled	0	694	92.0	0.08	0	0.27	0	1
	Circled	1	60	8.0					
	TOTAL		754	100.0					
1986 d. Other (Specify) (First Response)	Not Circled	0	737	97.7	0.02	0	0.15	0	1
	Circled	1	17	2.3					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Pollination Services:									
12) Did your operation transport bee colonies to one or more locations during 1985, 1986, 1987 or 1988 to provide paid pollination services?	No	1	475	63.0					
	Yes	2	208	27.6					
	Blank		71	9.4					
	TOTAL		754	100.0	1.30	1	0.46	1	2
13) Please answer the following questions based on your most recent experience.									
a. For which year are you providing information on pollination services?	1982	82	1	0.1					
	1983	83	0	0.0					
	1984	84	0	0.0					
	1985	85	5	0.7					
	1986	86	9	1.2					
	1987	87	11	1.5					
	1988	88	127	16.8					
	1989	89	43	9.7					
	1990	90	2	0.3					
	Blank		556	73.7					
	TOTAL		754	100.0	88	88	1	82	90
b. How many of your colonies were used at the start of the pollination season?	Non-Blank		198	26.3					
	Blank		556	73.7					
	TOTAL		754	100.0	700	250	1,192	4	8,000
c. How many of your colonies were being used at the end of the pollination season?	Non-Blank		196	26.0					
	Blank		558	74.0					
	TOTAL		754	100.0	635	250	1,043	0	6,000
d. How many times were your colonies relocated during the year to provide paid or unpaid pollination services?	Non-Blank		198	26.3					
	Blank		556	73.7					
	TOTAL		754	100.0	2.83	2	5.54	0	75

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
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- e. How many total miles were your colonies transported during a year to provide pollination services? (Please approximate if unsure. Total miles includes all transporting activities to and from home location within state as well as between states.)

Non-Blank	194	25.7							
Blank	560	74.3							
TOTAL	754	100.0	9,493	1,850	18,117	0	150,000		

- f. In the table below, please indicate the state(s) where your colonies provide paid pollination services, the main crops pollinated, colonies used and applicable pollination fees received. Begin with the first crops pollinated in the year and proceed throughout the year. If more than one crop is pollinated in a state, report additional crops in the second column.

First Section

State Where Service is Provided

AL	1	0.1
AZ	1	0.1
CA	93	12.3
CO	2	0.3
FL	5	0.7
GA	3	0.4
IA	3	0.4
IL	7	0.9
IN	2	0.3
MA	1	0.1
ME	3	0.4
MI	18	2.4
MN	4	0.5
MO	2	0.3
MT	2	0.3
NC	2	0.3
NE	3	0.4
NJ	1	0.1
NM	1	0.1
NY	4	0.5
OH	6	0.8
OR	8	1.1
PA	6	0.8
TX	6	0.8
UT	1	0.1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Colonies Used	Non-Blank		189	25.1					
	Blank		565	74.9					
	TOTAL		754	100.0	641.2	200	1,121	4	7,500
Colonies Used Per Acre	Non-Blank		156	20.7					
	Blank		598	79.3					
	TOTAL		754	100.0	2.25	2	2.9	0.25	25
Average Fee Rec'd per Colony	Non-Blank		187	24.8					
	Blank		567	75.2					
	TOTAL		754	100.0	22.82	24	6.92	0	50
Time When Service Begins	Non-Blank		188	24.9					
	Blank		566	78.1					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		188	24.9					
	Blank		566	75.1					
	TOTAL		754	100.0	26	25	14	5	90
Second Section									
State Where Service is Provided		AL	1	0.1					
		AZ	2	0.3					
		CA	32	0.4					
		CO	1	0.1					
		FL	4	0.5					
		GA	1	0.1					
		IA	1	0.1					
		ID	3	0.4					
		IL	2	0.3					
		ME	2	0.3					
		MI	12	0.2					
		MN	1	0.1					
		NC	1	0.1					
		NE	1	0.1					
		NJ	1	0.1					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	VA		1	0.1					
	VT		2	0.3					
	WA		4	0.5					
	WI		7	0.9					
	WV		2	0.3					
	Blank		553	73.3					
	TOTAL		754	100.0					
Major Crops Pollinated	Alfalfa		1	0.1					
	Almonds		89	11.8					
	Apples		46	6.1					
	Blueberries		6	0.8					
	Cantaloup		3	0.4					
	Cherries		9	1.2					
	Cranberries		3	0.4					
	Cucumbers		8	1.1					
	Drybeans		1	0.1					
	Fruit		3	0.4					
	Melons		3	0.4					
	Orange		2	0.3					
	Orchards		1	0.1					
	Peaches		2	0.3					
	Pears		2	0.3					
	Pickles		6	0.8					
	Plums		3	0.4					
	Prunes		1	0.1					
	Pumpkin		1	0.1					
	Sainfoin		1	0.1					
	Soybeans		1	0.1					
	Squash		1	0.1					
	Strawberries		1	0.1					
	Sunflowers		3	0.4					
	Watermelon		2	0.3					
	Blank		555	73.6					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		NY	1	0.1					
		OR	13	1.7					
		PA	4	0.5					
		UT	2	0.3					
		VT	1	0.1					
		WA	13	1.7					
		Blank	655	86.9					
		TOTAL	754	100.0					
Major Crops Pollinated		Alfalfa	9	1.2					
		Almonds	1	0.1					
		Apples	19	2.5					
		Avocados	1	0.1					
		Blueberries	12	1.6					
		Carrots	1	0.1					
		Cherries	10	1.3					
		Cotton	1	0.1					
		Cranberries	1	0.1					
		Cucumbers	4	0.5					
		Fruit	1	0.1					
		Grapefruit	1	0.1					
		Melons	8	0.1					
		Onions	3	0.4					
		Peaches	1	0.1					
		Pears	3	0.4					
		Pickles	2	0.3					
		Plums	3	0.4					
		Prunes	4	0.5					
		Radish	1	0.1					
		Raspberries	2	0.3					
		Sage	1	0.1					
		Soybeans	1	0.1					
		Squash	1	0.1					
		Sunflowers	1	0.1					
		Vegetables	1	0.1					
		Vetch	1	0.1					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	Walnuts		1	0.1					
	Watermelon		4	0.5					
	Blank		655	86.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		92	12.2					
	Blank		662	87.8					
	TOTAL		754	100.0	449	187	674	2	3,000
Colonies Used Per Acre	Non-Blank		78	10.3					
	Blank		676	89.7					
	TOTAL		754	100.0	1.76	1.25	1.56	0.25	10
Average Fee Rec'd per Colony	Non-Blank		91	12.1					
	Blank		663	87.9					
	TOTAL		754	100.0	17.79	18	7.60	0	35
Time When Service Begins	Non-Blank		90	11.9					
	Blank		664	88.1					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		93	12.3					
	Blank		661	87.7					
	TOTAL		754	100.0	29	24	17	5	80
Third Section									
State Where Service is Provided	AZ		2	0.3					
	CA		18	2.4					
	CO		1	0.1					
	FL		2	0.3					
	ID		3	0.4					
	MI		7	0.9					
	MN		1	0.1					
	MT		1	0.1					
	NC		1	0.1					
	OK		1	0.1					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	OR		11	1.5					
	PA		2	0.3					
	UT		3	0.4					
	WA		7	0.9					
	Blank		694	92.0					
	TOTAL		754	100.0					
Major Crops Pollinated	Alfalfa		4	0.5					
	Apples		7	0.9					
	Basil		1	0.1					
	Blueberries		4	0.5					
	Cantaloup		4	0.5					
	Carrots		2	0.3					
	Cherries		8	1.1					
	Citrus		1	0.1					
	Clover		1	0.1					
	Cranberries		1	0.1					
	Cucumbers		2	0.3					
	Evergreen		1	0.1					
	Fruit		2	0.3					
	Holly		2	0.3					
	Kiwi		1	0.1					
	Melons		2	0.3					
	Onions		2	0.3					
	Pears		4	0.3					
	Peppers		2	0.3					
	Pickles		2	0.3					
	Plums		1	0.1					
	Radish		1	0.1					
	Raspberries		1	0.1					
	Squash		2	0.1					
	Strawberries		1	0.1					
	Watermelon		1	0.1					
	Blank		694	92.0					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Colonies Used	Non-Blank		54	7.2					
	Blank		700	92.8					
	TOTAL		754	100.0	421	188	715	2	4,500
Colonies Used Per Acre	Non-Blank		50	6.6					
	Blank		704	93.4					
	TOTAL		754	100.0	1.92	1.50	1.42	0.50	8
Average Fee Rec'd per Colony	Non-Blank		57	7.6					
	Blank		697	92.4					
	TOTAL		754	100.0	16.85	18	7.44	0	30
Time When Service Begins	Non-Blank		54	7.2					
	Blank		700	92.8					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		57	7.6					
	Blank		697	92.4					
	Total		754	100.0	30	30	16.67	7	90
Fourth Section									
State Where Service is Provided		AZ	1	0.1					
		CA	9	1.2					
		FL	1	0.1					
		ID	2	0.3					
		MI	2	0.3					
		NC	1	0.1					
		ND	1	0.1					
		NY	1	0.1					
		OK	1	0.1					
		OR	7	0.9					
		PA	1	0.1					
		WA	4	0.5					
		Blank	723	95.9					
		TOTAL	754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Major Crops Pollinated	Alfalfa		2	0.3					
	Apples		6	0.8					
	Apricots		1	0.1					
	Blueberries		1	0.1					
	Boysenberries		1	0.1					
	Cherries		1	1.1					
	Clover		4	0.5					
	Cucumbers		1	0.1					
	Fruit		1	0.1					
	Kiwi		1	0.1					
	Melons		2	0.3					
	Olives		1	0.1					
	Onions		1	0.1					
	Passion Fruit		1	0.1					
	Pears		2	0.3					
	Raspberries		1	0.1					
	Squash		1	0.1					
	Strawberries		1	0.1					
	Sunflower		1	0.1					
	Watermelon		1	0.1					
	Blank		723	95.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		29	3.8					
	Blank		725	96.2					
	TOTAL		754	100.0	338	250	342	10	1,000
Colonies Used Per Acre	Non-Blank		28	3.7					
	Blank		726	96.3					
	TOTAL		754	100.0	1.73	1.00	0.98	0.30	4
Average Fee Rec'd per Colony	Non-Blank		29	3.8					
	Blank		725	96.2					
	TOTAL		754	100.0	17.28	18	7.45	0	30

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Time When Service Begins	Non-Blank		29	3.8					
	Blank		725	96.2					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		29	3.8					
	Blank		725	96.2					
	TOTAL		754	100.0	32	28	32.99	10	180
Fifth Section									
State Where Service is Provided	CA		4	0.5					
	FL		1	0.1					
	ID		1	0.1					
	ME		1	0.1					
	OK		1	0.1					
	OR		7	0.9					
	PA		1	0.1					
	WA		3	0.4					
	Blank		735	97.5					
	TOTAL		754	100.0					
Major Crops Pollinated	Alfalfa		2	0.3					
	Blueberries		1	0.1					
	Cabbage		1	0.1					
	Cantaloup		1	0.1					
	Carambol		1	0.1					
	Carrots		1	0.1					
	Cherries		1	1.1					
	Clover		1	0.1					
	Cotton		1	0.1					
	Cranberries		1	0.1					
	Melons		1	0.1					
	Onions		1	0.1					
	Pears		1	0.1					
	Plums		1	0.1					
	Raspberries		2	0.3					
	Squash		1	0.1					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		Vetch	1	0.1					
		Blank	735	97.5					
		TOTAL	754	100.0					
Total Colonies Used	Non-Blank	18	2.4						
	Blank	736	97.6						
	TOTAL	754	100.0		332	200	633	15	2,800
Colonies Used Per Acre	Non-Blank	17	2.3						
	Blank	737	97.7						
	TOTAL	754	100.0		2.02	1.00	1.39	0.33	5
Average Fee Rec'd per Colony	Non-Blank	18	2.4						
	Blank	736	97.6						
	TOTAL	754	100.0		16.97	17.25	8.76	0	32
Time When Service Begins	Non-Blank	18	2.4						
	Blank	736	97.6						
	TOTAL	754	100.0						
Length of Time Crop is Pollinated	Non-Blank	18	2.4						
	Blank	736	97.6						
	TOTAL	754	100.0		32	30	12.82	10	60
Sixth Section									
State Where Service is Provided	CA	2	0.3						
	FL	1	0.1						
	MA	1	0.1						
	OR	3	0.4						
	WA	1	0.1						
	Blank	746	98.9						
	TOTAL	754	100.0						
Major Crops Pollinated	Avocado	1	0.1						
	Blueberries	1	0.1						
	Carrots	1	0.1						

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	Cherries		1	0.1					
	Clover		1	0.1					
	Cranberries		1	0.1					
	Onions		1	0.1					
	Passion fruit		1	0.1					
	Blank		746	98.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	160	113	173	10	500
Colonies Used Per Acre	Non-Blank		7	0.9					
	Blank		747	99.1					
	TOTAL		754	100.0	1.86	2.00	0.69	1	3
Average Fee Rec'd per Colony	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	19.13	20	8.59	5	30
Time When Service Begins	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	47	30	54	10	180
Seventh Section									
State Where Service is Provided	CA		2	0.3					
	OR		1	0.1					
	SC		1	0.1					
	WA		2	0.3					
	Blank		748	99.2					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Major Crops Pollinated	Almonds		1	0.1					
	Apples		2	0.3					
	Blueberries		1	0.1					
	Cantaloup		1	0.1					
	Pears		1	0.1					
	Blank		748	99.2					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	331	210	412	5	1,100
Colonies Used Per Acre	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	1.70	1.00	1.20	0.5	3
Average Fee Rec'd per Colony	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	18.33	18.50	5.24	12	27
Time When Service Begins	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	20	17	9	10	30
Eighth Section									
State Where Service is Provided	CA		1	0.1					
	OR		1	0.1					
	SC		1	0.1					
	WA		1	0.1					
	Blank		750	99.5					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Major Crops Pollinated	Apples		1	0.1					
	Raspberries		1	0.1					
	Strawberries		1	0.1					
	Vegetables		1	0.1					
	Blank		750	99.5					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	35	26	31	8	80
Colonies Used Per Acre	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	1.75	1.50	0.96	1	3
Average Fee Rec'd per Colony	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	14.50	14.00	4.44	10	20
Time When Service Begins	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	35	30	17	21	60
Ninth Section									
State Where Service is Provided	OR		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Major Crops Pollinated	Cabbage		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Colonies Used	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	76	76		76	76
Colonies Used Per Acre	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	1.00	1.00		1	1
Average Fee Rec'd per Colony	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	13.00	13.00		13	13
Time When Service Begins	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	30	30		30	30
Tenth Section									
State Where Service is Provided	OR		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Major Crops Pollinated	Clover		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	13	13		13	13
Colonies Used Per Acre	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	2.00	2.00		2	2

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Average Fee Rec'd per Colony	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	12.00	12.00		12	12
Time When Service Begins	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	32	32		32	32
Eleventh Section									
State Where Service is Provided	OR		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Major Crops Pollinated	Raspberries		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	4	4		4	4
Colonies Used Per Acre	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	1.00	1.00		1	1
Average Fee Rec'd per Colony	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	8.00	8.00		8	8

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Time When Service Begins	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	21	21		21	21
Twelfth Section									
State Where Service is Provided	OR		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Major Crops Pollinated	Melons		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	43	43		43	43
Colonies Used Per Acre	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	1.00	1.00		1	1
Average Fee Rec'd per Colony	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	8.00	8.00		8	8
Time When Service Begins	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	21	21		21	21

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Thirteenth Section									
State Where Service is Provided	OR		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Major Crops Pollinated	Cucumbers		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	45	45		45	45
Colonies Used Per Acre	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	0.75	0.75		0.75	0.75
Average Fee Rec'd per Colony	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	25.00	25.00		25	25
Time When Service Begins	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	30	30		30	30
Fourteenth Section									
State Where Service is Provided	OR		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Major Crops Pollinated	Clover		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Total Colonies Used	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	70	70		70	70
Colonies Used Per Acre	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	2.00	2.00		2.00	2.00
Average Fee Rec'd per Colony	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	20.00	20.00		20	20
Time When Service Begins	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0					
Length of Time Crop is Pollinated	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	30	30		30	30

14) Please identify where your colonies that are used to provide paid pollination services are overwintered.

First Section

Location	AL	1	0.1
	AZ	7	0.9
	CA	66	8.8
	CO	2	0.3
	FL	8	1.1
	GA	3	0.4
	IA	3	0.4
	ID	4	0.5
	IL	6	0.8
	IN	1	0.1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		MA	1	0.1					
		ME	1	0.1					
		MI	15	2.0					
		MN	2	0.3					
		MO	2	0.3					
		MS	1	0.1					
		MT	2	0.3					
		NC	2	0.3					
		NE	1	0.1					
		NJ	1	0.1					
		NM	1	0.1					
		NY	4	0.5					
		OH	5	0.7					
		OR	17	2.3					
		PA	4	0.5					
		TX	9	1.2					
		UT	2	0.3					
		VA	1	0.1					
		VT	2	0.3					
		WA	5	0.7					
		WI	5	0.7					
		WV	2	0.3					
		Blank	568	75.3					
		TOTAL	754	100.0					
	Number of Colonies	Non-Blank	177	23.5					
		Blank	577	76.5					
		TOTAL	754	100.0	870	300	1,450	4	8,000
Second Section									
Location		CA	4	0.5					
		ID	1	0.1					
		MN	1	0.1					
		OR	1	0.1					
		SC	1	0.1					
		UT	1	0.1					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		VT	1	0.1					
		WA	2	0.3					
		Blank	742	98.4					
		TOTAL	754	100.0					
Number of Colonies	Non-Blank		201	26.7					
	Blank		553	73.3					
	TOTAL		754	100.0	638	345	703	37	2,400
III. 1988 PESTICIDE AND WINTER LOSSES									
1)	Did your beekeeping operation incur losses from pesticides during 1988?								
	No	1	432	57.3					
	Yes	2	247	32.8					
	Blank		75	9.9					
	TOTAL		754	100.0	1.36	1	0.48	1	2
2)	What percent of your colonies were affected by pesticides in 1988?								
	Non-Blank		242	32.1					
	Blank		512	67.9					
	TOTAL		754	100.0	36	25	30	0	100
3)	What percent of your affected colonies suffered 50% or more loss of honey bees from pesticides?								
	Non-Blank		228	30.2					
	Blank		526	69.8					
	TOTAL		754	100.0	29	15	32	0	100
4)	Where did most of your losses occur?								
	a. Colony	1	25	3.3					
	b. Field	2	52	6.9					
	c. Both	3	165	21.9					
	Blank		512	67.9					
	TOTAL		754	100.0	2.58	3	0.67	1	3
5)	Are you normally reimbursed for your honey bee losses from pesticides?								
	a. No	1	246	32.6					
	b. Yes	2	4	0.5					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		Blank	504	66.8					
		TOTAL	754	100.0	1.02	1	0.13	1	2
6)	Does your beekeeping operation normally incur winter losses?								
	a. No	1	112	14.9					
	b. Yes	2	567	75.2					
		Blank	75	9.9					
		TOTAL	754	100.0	1.84	2	0.37	1	2
7)	What percent of your colonies are affected by winter loss each year?								
		Non-Blank	556	73.7					
		Blank	198	26.3					
		TOTAL	754	100.0	20	10	23	0	100
8)	What percent of your affected colonies suffered 50% or more winter loss of honey bees?								
		Non-Blank	470	62.3					
		Blank	284	37.7					
		TOTAL	754	100.0	35	20	36	0	100
9)	What method do you use to replace winter losses? (Circle ALL that apply.)								
a)	Package bees	Not Circled	0	633	84.0				
		Circled	1	121	16.0				
		TOTAL	754	100.0	0.16	0	0.37	0	1
b)	Divisions with purchased queens								
		Not Circled	0	410	54.4				
		Circled	1	344	45.6				
		TOTAL	754	100.0	0.46	0	0.50	0	1
c)	Divisions with queens raised by the beekeeper using a natural queen cell								
		Not Circled	0	569	75.5				
		Circled	1	185	24.5				
		TOTAL	754	100.0	0.25	0	0.43	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
d)	Divisions with queens raised by the beekeeper using a grafted queen cell								
	Not Circled	0	591	78.4					
	Circled	1	163	21.6					
	TOTAL		754	100.0	0.22	0	0.41	0	1

IV. LABOR USE

1) What is the average number of hours per week each of the following have spent on your entire operation in 1988? (Please fill in the blanks provided.)

Jan-Mar	Yourself	Non-Blank	534	70.8					
		Blank	220	29.2					
		TOTAL	754	100.0	23	20	20	0	90
Jan-Mar	Other Family Members	Non-Blank	534	70.8					
		Blank	220	29.2					
		TOTAL	754	100.0	9	0	19	0	160
Jan-Mar	Hired Labor Full Time	Non-Blank	534	70.8					
		Blank	220	29.2					
		TOTAL	754	100.0	21	0	215	0	4,584
Jan-Mar	Hired Labor Part Time	Non-Blank	534	70.8					
		Blank	220	29.2					
		TOTAL	754	100.0	9	0	123	0	2,790
Apr-Jun	Yourself	Non-Blank	623	82.6					
		Blank	131	17.4					
		TOTAL	754	100.0	33	30	24	0	125
Apr-Jun	Other Family Members	Non-Blank	623	82.6					
		Blank	131	17.4					
		TOTAL	754	100.0	13	0	24	0	200
Apr-Jun	Hired Labor Full Time	Non-Blank	623	82.6					
		Blank	131	17.4					
		TOTAL	754	100.0	25	0	252	0	5,737

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Apr-Jun Hired Labor Part Time	Non-Blank		623	82.6					
	Blank		131	17.4					
	TOTAL		754	100.0	21	0	194	0	3,640
Jul-Sep Yourself	Non-Blank		590	78.2					
	Blank		164	21.8					
	TOTAL		754	100.0	35	31	24	0	115
Jul-Sep Other Family Members	Non-Blank		590	78.2					
	Blank		164	21.8					
	TOTAL		754	100.0	15	0	27	0	240
Jul-Sep Hired Labor Full Time	Non-Blank		590	78.2					
	Blank		164	21.8					
	TOTAL		754	100.0	26	0	235	0	5,084
Jul-Sep Hired Labor Part Time	Non-Blank		590	78.2					
	Blank		164	21.8					
	TOTAL		754	100.0	20	0	155	0	3,640
Oct-Dec Yourself	Non-Blank		550	72.9					
	Blank		204	27.1					
	TOTAL		754	100.0	25	20	20	0	80
Oct-Dec Other Family Members	Non-Blank		550	72.9					
	Blank		204	27.1					
	TOTAL		754	100.0	9	0	19	0	160
Oct-Dec Hired Labor Full Time	Non-Blank		550	72.9					
	Blank		204	27.1					
	TOTAL		754	100.0	21	0	199	0	4,226
Oct-Dec Hired Labor Part Time	Non-Blank		550	72.9					
	Blank		204	27.1					
	TOTAL		754	100.0	4	0	23	0	482

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
2) What is the average wage rate paid by your operation for each of the following?									
Full time hired labor?	Non Blank		184	24.4					
	Blank		570	75.6					
	TOTAL		754	100.0	454	500	304	0	1,250
Part time hired labor?	Non-Blank		317	42.0					
	Blank		437	58.0					
	TOTAL		754	100.0	423	450	327	0	5,000
V. Advertising and Promotional Activities									
1) Where did you advertise your products and services in 1988? Exclude contributions for advertising and promotion done by marketing cooperatives and the National Honey Board. (Please put a CHECK on the appropriate spaces.)									
Honey Local Newspapers	Not Checked	0	694	92.0					
	Checked	1	60	8.0					
	TOTAL		754	100.0	0.08	0	0.27	0	1
Honey Circulars	Not Checked	0	735	97.5					
	Checked	1	19	2.5					
	TOTAL		754	100.0	0.03	0	0.16	0	1
Honey Beekeeping Journals	Not Checked	0	746	98.9					
	Checked	1	8	1.1					
	TOTAL		754	100.0	0.01	0	0.10	0	1
Honey Magazines	Not Checked	0	744	98.7					
	Checked	1	10	1.3					
	TOTAL		754	100.0	0.01	0	0.11	0	1
Honey Community Bulletin Boards									
	Not Checked	0	734	97.3					
	Checked	1	20	2.7					
	TOTAL		754	100.0	0.03	0	0.16	0	1
Honey Direct Mail	Not Checked	0	727	96.4					
	Checked	1	27	3.6					
	TOTAL		754	100.0	0.04	0	0.19	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Honey Road Signs	Not Checked	0	663	87.9	0.12	0	0.33	0	1
	Checked	1	91	12.1					
	TOTAL		754	100.0					
Honey Word of Mouth	Not Checked	0	438	58.1	0.42	0	0.49	0	1
	Checked	1	316	41.9					
	TOTAL		754	100.0					
Honey Other (First Response)	Not Checked	0	686	91.0	0.09	0	0.29	0	1
	Checked	1	68	9.0					
	TOTAL		754	100.0					
Honey Other (Second Response)	Not Checked	0	737	97.7	0.02	0	0.15	0	1
	Checked	1	17	2.3					
	TOTAL		754	100.0					
Honey Didn't Advertise	Not Checked	0	455	60.3	0.40	0	0.49	0	1
	Checked	1	299	39.7					
	TOTAL		754	100.0					
Honey with Other Products Local Newspapers	Not Checked	0	738	97.9	0.02	0	0.14	0	1
	Checked	1	16	2.1					
	TOTAL		754	100.0					
Honey with Other Products Circulars	Not Checked	0	747	99.1	0.01	0	0.10	0	1
	Checked	1	7	0.9					
	TOTAL		754	100.0					
Honey with Other Products Beekeeping Journals	Not Checked	0	748	99.2	0.01	0	0.09	0	1
	Checked	1	6	0.8					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Beeswax Word of Mouth	Not Checked	0	668	88.6	0.11	0	0.32	0	1
	Checked	1	86	11.4					
	TOTAL		754	100.0					
Beeswax Other (First Response)	Not Checked	0	734	97.3	0.03	0	0.16	0	1
	Checked	1	20	2.7					
	TOTAL		754	100.0					
Beeswax Other (Second Response)	Not Checked	0	753	99.9	0.00	0	0.04	0	1
	Checked	1	1	0.1					
	TOTAL		754	100.0					
Beeswax Didn't Advertise	Not Checked	0	182	24.1	0.76	1	0.43	0	1
	Checked	1	572	75.9					
	TOTAL		754	100.0					
Pollination Services Local Newspapers	Not Checked	0	743	98.5	0.01	0	0.12	0	1
	Checked	1	11	1.5					
	TOTAL		754	100.0					
Pollination Services Circulars	Not Checked	0	751	99.6	0.00	0	0.06	0	1
	Checked	1	3	0.4					
	TOTAL		754	100.0					
Pollination Services Beekeeping Journals	Not Checked	0	751	99.6	0.00	0	0.06	0	1
	Checked	1	3	0.4					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Pollination Services Didn't Advertise	Not Checked	0	205	27.2	0.73	1	0.45	0	1
	Checked	1	549	72.8					
	TOTAL		754	100.0					
Package Bees and Queens Local Newspapers	Not Checked	0	747	99.1	0.01	0	0.10	0	1
	Checked	1	7	0.9					
	TOTAL		754	100.0					
Package Bees and Queens Circulars	Not Checked	0	750	99.5	0.01	0	0.07	0	1
	Checked	1	4	0.5					
	TOTAL		754	100.0					
Package Bees and Queens Beekeeping Journals	Not Checked	0	745	98.8	0.01	0	0.11	0	1
	Checked	1	9	1.2					
	TOTAL		754	100.0					
Package Bees and Queens Magazines	Not Checked	0	752	99.7	0.00	0	0.05	0	1
	Checked	1	2	0.3					
	TOTAL		754	100.0					
Package Bees and Queens Community Bulletin Boards	Not Checked	0	752	99.7	0.00	0	0.05	0	1
	Checked	1	2	0.3					
	TOTAL		754	100.0					
Package Bees and Queens Direct Mail	Not Checked	0	745	98.8	0.01	0	0.11	0	1
	Checked	1	9	1.2					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Package Bees and Queens Road Signs	Not Checked	0	750	99.5	0.01	0	0.07	0	1
	Checked	1	4	0.5					
	TOTAL		754	100.0					
Package Bees and Queens Word of Mouth	Not Checked	0	718	95.2	0.05	0	0.21	0	1
	Checked	1	36	4.8					
	TOTAL		754	100.0					
Package Bees and Queens Other (First Response)	Not Checked	0	747	99.1	0.01	0	0.10	0	1
	Checked	1	7	0.9					
	TOTAL		754	100.0					
Package Bees and Queens Other (Second Response)	Not Checked	0	754	100.0	0.00	0	0.00	0	0
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Package Bees and Queens Didn't Advertise	Not Checked	0	131	17.4	0.83	1	0.38	0	1
	Checked	1	623	82.6					
	TOTAL		754	100.0					
2) Which of the following beekeeping promotional activities did you participate in during 1988 (Circle ALL that apply.)									
a. Distributing recipes using honey	Not Circled	0	542	71.9	0.28	0	0.45	0	1
	Circled	1	212	28.1					
	TOTAL		754	100.0					
b. Giving demonstrations/Setting up displays (e.g. county fairs, flea markets, grocery stores, bazaars etc.)	Not Circled	0	563	74.7	0.25	0	0.44	0	1
	Circled	1	191	25.3					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
c. Distributing honey information	Not Circled	0	615	81.6	0.18	0	0.39	0	1
	Circled	1	139	18.4					
	TOTAL		754	100.0					
d. Distributing free samples	Not Circled	0	546	72.4	0.28	0	0.45	0	1
	Circled	1	208	27.6					
	TOTAL		754	100.0					
e. Publishing newspaper articles	Not Circled	0	720	95.5	0.05	0	0.21	0	1
	Circled	1	34	4.5					
	TOTAL		754	100.0					
f. Maintaining observation hive	Not Circled	0	666	88.3	0.12	0	0.32	0	1
	Circled	1	88	11.7					
	TOTAL		754	100.0					
g. Contributing to the National Honey Board	Not Circled	0	375	49.7	0.50	1	0.50	0	1
	Circled	1	379	50.3					
	TOTAL		754	100.0					
h. Other (Please Specify)	Not Circled	0	677	89.8	0.10	0	0.30	0	1
	Circled	1	77	10.2					
	TOTAL		754	100.0					
i. Did not participate during 1988.	Not Circled	0	616	81.7	0.18	0	0.39	0	1
	Circled	1	138	18.3					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
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SECTION B. PACKERS

I. FIRM CHARACTERISTICS

1) Are you a:

a. Full time Packer	1	24	3.2						
b. Part time Packer; Other time spent on beekeeping activities	2	63	8.4						
c. Part time Packer; Other time spent on non-beekeeping activities	3	31	4.0						
Blank		636	84.4						
TOTAL		754	100.0		2.06	2	.68	1	3

2) In what state do you have your packing facilities?

AL	3	0.4
AR	1	0.1
AZ	4	0.5
CA	7	0.9
CO	4	0.5
FL	2	0.3
GA	3	0.4
IA	8	1.1
ID	4	0.5
IL	3	0.4
IN	2	0.3
KS	1	0.1
KY	1	0.1
ME	1	0.1
MI	5	0.7
MN	10	1.3
MO	4	0.5
MS	1	0.1
MT	3	0.4
NC	3	0.4
NE	1	0.1
NH	1	0.1
NJ	1	0.1
NM	2	0.3

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		NY	2	0.3					
		OH	4	0.5					
		OR	4	0.5					
		PA	3	0.4					
		TN	2	0.3					
		TX	6	0.8					
		VA	2	0.3					
		VT	3	0.4					
		WA	4	0.5					
		WI	8	1.1					
		WV	2	0.3					
		WY	2	0.2					
		Blank	637	84.5					
		TOTAL	754	100.0					

II. PRODUCTS AND SERVICES

1) Did your operation do any subcontracted packing services for other businesses in 1988?

a. No	1	109	14.5						
b. Yes	2	6	0.8						
	Blank	639	84.7						
	TOTAL	754	100.0	1.05	1	0.22	1	2	

2) For Subcontracted Honey Only: Please fill in the following information about honey you packed for other businesses from 1985 to 1988.

1985 Domestic Honey Source

Volume Packed	Non-Blank	4	0.5						
	Blank	750	99.5						
	TOTAL	754	100.0	7,403,558	4,312,115	9,227,451	75,000	20,915,000	
Total Cost of Purchased Honey	Non-Blank	1	0.1						
	Blank	753	99.9						
	TOTAL	754	100.0	30,000	30,000		30,000	30,000	
Revenue Received From Services	Non-Blank	4	0.5						
	Blank	750	99.5						
	TOTAL	754	100.0	867,628	660,256	880,694	50,000	2,100,000	

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1985 Foreign Honey Source Volume Packed	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	3,857,500	3,857,500	4,818,933	450,000	7,265,000
Total Cost of Purchased Honey	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	1,688,500	1,688,500	2,133,341	180,000	3,197,000
Revenue Received From Services	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	300,000	300,000		300,000	300,000
1986 Domestic Honey Source Volume Packed	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	6,791,995	5,225,592	8,458,515	5,000	20,640,000
Total Cost of Purchased Honey	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	25,125	25,125	32,350	2,250	48,000
Revenue Received From Services	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	760,172	605,408	848,613	5,900	2,085,000
1986 Foreign Honey Source Volume Packed	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	3,241,500	3,241,500	3,947,777	450,000	6,033,000
Total Cost of Purchased Honey	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	1,417,500	1,417,500	1,750,089	180,000	2,655,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Revenue Received From Services	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	300,000	300,000		300,000	300,000
1987 Domestic Honey Source Volume Packed	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	6,080,895	5,602,765	5,825,793	4,500	15,120,000
Total Cost of Purchased Honey	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	680,675	66,000	1,120,509	2,025	1,974,000
Revenue Received From Services	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	687,012	684,706	636,014	5,310	1,430,000
1987 Foreign Honey Source Volume Packed	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	450,000	450,000		450,000	450,000
Total Cost of Purchased Honey	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	180,000	180,000		180,000	180,000
Revenue Received From Services	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	300,000	300,000		300,000	300,000
1988 Domestic Honey Source Volume Packed	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	3,251,761	3,319,633	2,834,485	3,800	7,400,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Cost of Purchased Honey	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	712,370	131,400	1,120,462	1,710	2,004,000
Revenue Received From Services	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	352,487	340,163	270,910	4,484	727,000
1988 Foreign Honey Source Volume Packed	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	450,000	450,000		450,000	450,000
Total Cost of Purchased Honey	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	180,000	180,000		180,000	180,000
Revenue Received From Services	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	300,000	300,000		300,000	300,000
3) For All Packing Services Excluding Subcontracted Services: Please fill in the following information about honey you packed from 1985 to 1988.									
1985 Own Honey Volume Packed	Non-Blank		53	7.0					
	Blank		701	93.0					
	TOTAL		754	100.0	17,503	5,800	33,050	5	175,000
Revenue Received From Packed Honey	Non-Blank		44	5.8					
	Blank		710	94.2					
	TOTAL		754	100.0	17,630	5,055	38,442	130	221,218
1985 Purchased Domestic Volume Packed	Non-Blank		20	2.7					
	Blank		734	97.3					
	TOTAL		754	100.0	935,584	83,130	3,459,322	8,580	15,600,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Cost of Purchased Honey	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	440,454	39,000	1,501,913	3,612	6,256,000
Revenue Received From Packed Honey	Non-Blank		14	1.9					
	Blank		740	98.1					
	TOTAL		754	100.0	936,936	105,781	2,312,757	5,319	8,750,000
1985 Purchased Foreign Volume Packed	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	677,733	383,994	837,107	41,580	2,500,000
Total Cost of Purchased Honey	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	283,005	155,536	364,602	17,768	1,100,000
Revenue Received From Packed Honey	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	1,394,235	426,891	2,712,705	38,892	8,056,716
1986 Own Honey Volume Packed	Non-Blank		56	7.4					
	Blank		698	92.6					
	TOTAL		754	100.0	17,737	5,475	31,301	50	175,000
Revenue Received From Packed Honey	Non-Blank		46	6.1					
	Blank		708	93.9					
	TOTAL		754	100.0	15,028	4,705	25,267	160	130,000
1986 Purchased Domestic Volume Packed	Non-Blank		21	2.8					
	Blank		733	97.2					
	TOTAL		754	100.0	997,268	83,750	3,743,798	1,962	17,300,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Cost of Purchased Honey	Non-Blank		19	2.5					
	Blank		735	97.5					
	TOTAL		754	100.0	483,929	44,985	1,731,076	1,079	7,620,000
Revenue Received From Packed Honey	Non-Blank		14	1.9					
	Blank		740	98.1					
	TOTAL		754	100.0	1,086,646	116,752	2,947,619	6,907	11,215,000
1986 Purchased Foreign Volume Packed	Non-Blank		9	1.2					
	Blank		745	98.8					
	TOTAL		754	100.0	973,223	500,000	1,106,410	46,319	3,400,000
Total Cost of Purchased Honey	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	363,705	181,637	472,618	23,178	1,450,000
Revenue Received From Packed Honey	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	1,199,221	432,100	2,112,830	64,404	6,377,101
1987 Own Honey Volume Packed	Non-Blank		64	8.5					
	Blank		690	91.5					
	TOTAL		754	100.0	35,717	5,019	135,282	100	1,050,000
Revenue Received From Packed Honey	Non-Blank		51	6.8					
	Blank		703	93.2					
	TOTAL		754	100.0	21,477	5,026	59,455	208	409,656
1987 Purchased Domestic Volume Packed	Non-Blank		27	3.6					
	Blank		727	96.4					
	TOTAL		754	100.0	896,203	67,625	3,222,980	1,140	16,900,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Cost of Purchased Honey	Non-Blank		25	3.3					
	Blank		729	96.7					
	TOTAL		754	100.0	403,417	31,593	1,438,653	580	7,267,000
Revenue Received From Packed Honey	Non-Blank		19	2.5					
	Blank		735	97.5					
	TOTAL		754	100.0	1,050,663	157,994	2,579,286	735	11,000,000
1987 Purchased Foreign Volume Packed	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	901,373	262,607	1,329,284	24,667	3,500,000
Total Cost of Purchased Honey	Non-Blank		7	0.9					
	Blank		747	99.1					
	TOTAL		754	100.0	294,775	97,344	552,236	10,441	1,540,000
Revenue Received From Packed Honey	Non-Blank		7	0.9					
	Blank		747	99.1					
	TOTAL		754	100.0	751,373	203,654	1,454,066	24,147	4,031,510
1988 Own Honey Volume Packed	Non-Blank		67	8.9					
	Blank		687	91.1					
	TOTAL		754	100.0	23,181	5,220	46,836	100	282,843
Revenue Received From Packed Honey	Non-Blank		56	7.4					
	Blank		698	92.6					
	TOTAL		754	100.0	15,903	5,017	25,392	120	130,000
1988 Purchased Domestic Volume Packed	Non-Blank		32	4.2					
	Blank		722	95.8					
	TOTAL		754	100.0	851,920	44,845	3,269,828	635	18,600,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Cost of Purchased Honey	Non-Blank		30	4.0					
	Blank		724	96.0					
	TOTAL		754	100.0	370,951	14,495	1,419,525	297	7,829,000
Revenue Received From Packed Honey	Non-Blank		22	2.9					
	Blank		732	97.1					
	TOTAL		754	100.0	1,015,640	79,550	2,608,395	400	11,719,000
1988 Purchased Foreign Volume Packed	Non-Blank		7	0.9					
	Blank		747	99.1					
	TOTAL		754	100.0	996,924	100,000	1,559,181	50,000	3,535,000
Total Cost of Purchased Honey	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	292,970	38,011	618,559	25,000	1,555,000
Revenue Received From Packed Honey	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	623,972	65,090	1,270,331	49,022	3,208,997
4) How much honey did your operation sell through the following market outlets from 1985 to 1988?									
1985 Roadside Market	Non-Blank		20	2.7					
	Blank		734	97.3					
	TOTAL		754	100.0	3,545	1,120	7,021	110	31,250
1985 Retail Stores	Non-Blank		47	6.2					
	Blank		707	93.8					
	TOTAL		754	100.0	420,917	9,514	1,358,628	500	8,000,000
1985 Institutions	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	785,493	23,764	1,077,680	700	2,200,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1985 Broker or Dealer	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	25,697	24,961	12,858	11,000	41,865
1985 Direct Export	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1985 Industrial User or Food Manufacturer	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	1,505,792	100,000	3,622,968	60	12,000,000
1985 Other Outlet (First Option)	Non-Blank		15	2.0					
	Blank		739	98.0					
	TOTAL		754	100.0	57,047	8,400	174,726	10	686,012
1985 Other Outlet (Second Option)	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1985 Not Sold or In Storage	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	42,387	5,560	85,599	5	215,781
1985 Total	Non-Blank		62	8.2					
	Blank		692	91.8					
	TOTAL		754	100.0	816,011	10,732	3,243,403	5	20,000,000
1986 Roadside Market	Non-Blank		24	3.2					
	Blank		730	96.8					
	TOTAL		754	100.0	3,605	1,584	6,548	100	31,250
1986 Retail Stores	Non-Blank		53	7.0					
	Blank		701	93.0					
	TOTAL		754	100.0	360,219	8,100	1,112,210	100	6,000,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Institutions	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	873,299	62,795	1,191,711	700	2,500,000
1986 Broker or Dealer	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	36,772	30,005	28,123	12,000	75,078
1986 Direct Export	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1986 Industrial User or Food Manufacturer	Non-Blank		17	2.3					
	Blank		737	97.7					
	TOTAL		754	100.0	1,697,250	199,940	4,062,959	40	12,900,000
1986 Other Outlet (First Option)	Non-Blank		14	1.9					
	Blank		740	98.1					
	TOTAL		754	100.0	9,179	5,000	12,078	20	40,000
1986 Other Outlet (Second Option)	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	651,342	651,342		651,342	651,342
1986 Not Sold or In Storage	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	72,000	24,500	119,768	140	310,206
1986 Total	Non-Blank		69	9.2					
	Blank		685	90.8					
	TOTAL		754	100.0	779,084	10,000	3,070,526	30	18,000,000
1987 Roadside Market	Non-Blank		27	3.6					
	Blank		727	96.4					
	TOTAL		754	100.0	4,245	1,400	8,802	20	37,375

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1987 Retail Stores	Non-Blank		54	7.2					
	Blank		700	92.8					
	TOTAL		754	100.0	393,244	8,000	1,250,885	150	8,000,000
1987 Institutions	Non-Blank		7	0.9					
	Blank		747	99.1					
	TOTAL		754	100.0	681,546	30,000	1,200,036	700	3,000,000
1987 Broker or Dealer	Non-Blank		10	1.3					
	Blank		744	98.7					
	TOTAL		754	100.0	26,736	15,850	29,899	1,320	87,899
1987 Direct Export	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	26,040	26,040		26,040	26,040
1987 Industrial User or Food Manufacturer	Non-Blank		18	2.4					
	Blank		736	97.6					
	TOTAL		754	100.0	1,601,196	110,771	3,926,430	40	12,700,000
1987 Other Outlet (First Option)	Non-Blank		13	1.7					
	Blank		741	98.3					
	TOTAL		754	100.0	9,402	3,750	14,000	30	40,000
1987 Other Outlet (Second Option)	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	211,618	7,000	360,053	500	627,354
1987 Not Sold or In Storage	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	47,548	6,000	119,436	200	342,817
1987 Total	Non-Blank		74	9.8					
	Blank		680	90.2					
	TOTAL		754	100.0	761,797	12,650	3,094,345	50	20,000,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1988 Roadside Market	Non-Blank		31	4.1					
	Blank		723	95.9					
	TOTAL		754	100.0	4,955	1,813	10,538	40	48,700
1988 Retail Stores	Non-Blank		58	7.7					
	Blank		696	92.3					
	TOTAL		754	100.0	377,672	10,500	1,202,966	200	8,000,000
1988 Institutions	Non-Blank		10	1.3					
	Blank		744	98.7					
	TOTAL		754	100.0	497,014	17,000	1,089,325	360	3,300,000
1988 Broker or Dealer	Non-Blank		13	1.7					
	Blank		741	98.3					
	TOTAL		754	100.0	38,919	17,800	56,171	200	205,449
1988 Direct Export	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	650	650		650	650
1988 Industrial User or Food Manufacturer	Non-Blank		22	2.9					
	Blank		732	97.1					
	TOTAL		754	100.0	1,430,252	75,703	3,929,040	50	14,900,000
1988 Other Outlet (First Option)	Non-Blank		14	1.9					
	Blank		740	98.1					
	TOTAL		754	100.0	9,460	5,820	9,656	40	25,790
1988 Other Outlet (Second Option)	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	157,598	6,972	305,927	50	616,399
1988 Not Sold or In Storage	Non-Blank		9	1.2					
	Blank		745	98.8					
	TOTAL		754	100.0	114,226	6,000	299,134	152	909,440

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1988 Total	Non-Blank		77	10.2					
	Blank		677	89.8					
	TOTAL		754	100.0	789,503	18,000	3,163,300	100	20,000,000

III. ADVERTISING AND PROMOTIONAL ACTIVITIES

1) Where did you advertise your products and services in 1988? (Please put a CHECK on the appropriate spaces.)

Honey Local Newspapers	Not Checked	0	729	96.7					
	Checked	1	25	3.3					
	TOTAL		754	100.0	0.03	0	0.18	0	1
Honey Circulars	Not Checked	0	743	98.5					
	Checked	1	11	1.5					
	TOTAL		754	100.0	0.01	0	0.12	0	1
Honey Beekeeping Journals	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0	0.00	0		0	0
Honey Magazines	Not Checked	0	748	99.2					
	Checked	1	6	0.8					
	TOTAL		754	100.0	0.01	0	0.09	0	1
Honey Community Bulletin Boards	Not Checked	0	751	99.6					
	Checked	1	3	0.4					
	TOTAL		754	100.0	0.00	0	0.06	0	1
Honey Direct Mail	Not Checked	0	743	98.5					
	Checked	1	11	1.5					
	TOTAL		754	100.0	0.01	0	0.12	0	1
Honey Road Signs	Not Checked	0	733	97.2					
	Checked	1	21	2.8					
	TOTAL		754	100.0	0.03	0	0.16	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Honey Word of Mouth	Not Checked	0	684	90.7					
	Checked	1	90	9.3					
	TOTAL		754	100.0	0.12	0	0.32	0	1
Honey Other	Not Checked	0	726	96.3					
	Checked	1	28	3.7					
	TOTAL		754	100.0	0.04	0	0.19	0	1
Honey Didn't Advertise	Not Checked	0	738	97.9					
	Checked	1	16	2.1					
	TOTAL		754	100.0	0.02	0	0.14	0	1
Honey with other Products Local Newspapers	Not Checked	0	747	99.1					
	Checked	1	7	0.9					
	TOTAL		754	100.0	0.01	0	0.10	0	1
Honey with other Products Circulars	Not Checked	0	750	99.5					
	Checked	1	4	0.5					
	TOTAL		754	100.0	0.01	0	0.07	0	1
Honey with other Products Beekeeping Journals	Not Checked	0	753	99.9					
	Checked	1	0	0.1					
	TOTAL		754	100.0	0.00	0		0	0
Honey with other Products Magazines	Not Checked	0	749	99.3					
	Checked	1	5	0.7					
	TOTAL		754	100.0	0.01	0	0.08	0	1
Honey with other Products Community Bulletin Boards	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0	0.00	0		0	0

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Packing Services Beekeeping Journals									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0	0.00	0		0	0
Packing Services Magazines									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0	0.00	0		0	0
Packing Services Community Bulletin Boards									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0	0.00	0		0	0
Packing Services Direct Mail									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0	0.00	0		0	0
Packing Services Road Signs									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0	0.00	0		0	0
Packing Services Word of Mouth									
	Not Checked	0	745	98.9					
	Checked	1	9	1.2					
	TOTAL		754	100.0	0.01	0	0.11	0	1
Packing Services Other									
	Not Checked	0	752	99.7					
	Checked	1	2	0.3					
	TOTAL		754	100.0	0.00	0	0.05	0	1
Packing Services Didn't Advertise									
	Not Checked	0	662	87.8					
	Checked	1	92	12.2					
	TOTAL		754	100.0	0.12	0	0.33	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Other Products or Services Word of Mouth	Not Checked	0	736	97.6	0.02	0	0.15	0	1
	Checked	1	18	2.4					
	TOTAL		754	100.0					
Other Products or Services Other	Not Checked	0	748	99.2	0.01	0	0.09	0	1
	Checked	1	6	0.8					
	TOTAL		754	100.0					
Other Products or Services Didn't Advertise	Not Checked	0	671	89.0	0.11	0	0.31	0	1
	Checked	1	83	11.0					
	TOTAL		754	100.0					

SECTION C. IMPORTERS AND BROKERS

I. FIRM CHARACTERISTICS

1) Which of the following best describes your operation? (Please circle ONE response.)

a. Full time Importer	1	8	1.1
b. Full time Broker	2	5	0.7
c. Full time Importer and Broker			
	3	3	0.4
d. Part time Importer	4	5	0.7
e. Part time Broker	5	1	0.1
f. Part time Importer and Broker			
	6	0	0.0
Blank		732	97.1
TOTAL		754	100.0

2) In what state do you have your primary headquarters?

CA	4
CT	1
FL	2
ID	1
IL	1
MT	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		NC	1						
		NJ	4						
		NY	2						
		OH	1						
		PA	1						
		TX	1						
		VA	1						
		WA	1						
		Blank	732	97.1					
		TOTAL	754	100.0					
II. PRODUCTS AND SERVICES									
1)	What products do you negotiate? (Circle ALL that apply.)								
a.	Honey	Not Circled	0	734	97.3				
		Circled	1	20	2.7				
		TOTAL	754	100.0	0.03	0	0.16	0	1
b.	Other Nutritive Sweeteners								
		Not Circled	0	749	99.3				
		Circled	1	5	0.7				
		TOTAL	754	100.0	0.01	0	0.08	0	1
c.	Other Agricultural Products								
		Not Circled	0	743	98.5				
		Circled	1	11	1.5				
		TOTAL	754	100.0	0.01	0	0.12	0	1
d.	Non-Agricultural Products								
		Not Circled	0	746	98.9				
		Circled	1	8	1.1				
		TOTAL	754	100.0	0.01	0	0.10	0	1
2)	During the period of 1985 to 1988, please indicate the quantity of honey negotiated by your operation, its source, the cost and the revenue received.								
	1985 Domestic Honey Source								
	Volume	Non-Blank	6	0.8					
		Blank	748	99.2					
		TOTAL	754	100.0	336,071	140,000	551,122	15,000	1,441,428

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Cost	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	209,466	14,000	342,897	9,000	605,399
Total Revenue	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	227,127	128,500	280,366	12,000	639,507
1985 Foreign Honey Source Volume	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	3,458,047	540,500	7,551,873	1,375	22,000,000
Total Cost	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	282,500	36,000	470,707	1,100	1,100,000
Total Revenue	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	80,487	19,787	134,569	1,375	281,000
1986 Domestic Honey Source Volume	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	312,690	200,000	434,576	7,500	1,060,952
Total Cost	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	152,533	9,000	253,820	3,000	445,599
Total Revenue	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	196,278	139,500	207,792	12,000	494,113

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Foreign Honey Source	Volume	Non-Blank	8	1.1					
		Blank	746	98.9					
		TOTAL	754	100.0	3,496,632	225,000	6,864,665	1,056	20,000,000
	Total Cost	Non-Blank	5	0.7					
		Blank	749	99.3					
		TOTAL	754	100.0	320,660	54,000	632,523	898	1,450,000
	Total Revenue	Non-Blank	4	0.5					
		Blank	750	99.5					
		TOTAL	754	100.0	42,147	29,984	50,306	1,122	107,500
1987 Domestic Honey Source	Volume	Non-Blank	5	0.7					
		Blank	749	99.3					
		TOTAL	754	100.0	268,076	280,000	280,877	15,000	702,380
	Total Cost	Non-Blank	3	0.4					
		Blank	751	99.6					
		TOTAL	754	100.0	104,400	9,200	165,064	9,000	294,999
	Total Revenue	Non-Blank	4	0.5					
		Blank	750	99.5					
		TOTAL	754	100.0	166,381	141,900	149,389	12,000	369,723
1987 Foreign Honey Source	Volume	Non-Blank	10	1.3					
		Blank	744	98.7					
		TOTAL	754	100.0	2,955,749	240,000	6,457,204	410	21,000,000
	Total Cost	Non-Blank	7	0.9					
		Blank	747	99.1					
		TOTAL	754	100.0	254,191	30,000	568,823	420	1,540,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Total Revenue	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	43,773	17,350	54,987	480	120,400
1988 Domestic Honey Source Volume	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	325,705	480,000	283,858	15,000	609,523
Total Cost	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	91,600	9,800	142,375	9,000	255,999
Total Revenue	Non-Blank		4	0.5					
	Blank		750	99.5					
	TOTAL		754	100.0	170,608	176,800	147,598	12,000	316,832
1988 Foreign Honey Source Volume	Non-Blank		13	1.7					
	Blank		741	98.3					
	TOTAL		754	100.0	2,396,172	160,000	6,304,507	450	23,000,000
Total Cost	Non-Blank		10	1.3					
	Blank		744	98.7					
	TOTAL		754	100.0	186,630	31,100	481,994	540	1,555,000
Total Revenue	Non-Blank		8	1.1					
	Blank		746	98.9					
	TOTAL		754	100.0	39,217	26,075	40,326	625	86,000
3) How much of your negotiated honey did your operation sell through the following market outlets from 1985 to 1988:									
1985 Roadside Market	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	300	300		300	300

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1985 Retail Stores	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	66,979	13,750	106,758	1,375	271,000
1985 Institutions	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	875,000	875,000	1,166,726	50,000	1,700,000
1985 Packers/Bottlers Independent	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	11,340,500	11,340,500	15,074,809	681,000	22,000,000
1985 Packers/Bottlers Cooperative	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	7,500	7,500		7,500	7,500
1985 Direct Export	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	240,000	240,000		240,000	240,000
1985 Industrial User or Food Manufacturer	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	301,667	240,000	248,311	90,000	575,000
1985 Other Outlet (First Response)	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	500	500		500	500
1985 Other Outlet (Second Response)	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1985 Not Sold or In Storage	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	200	200		200	200

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1985 Total	Non-Blank		11	1.5					
	Blank		743	98.5					
	TOTAL		754	100.0	2,362,398	90,000	6,635,225	1,000	22,240,000
1986 Roadside Market	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	400	400		400	400
1986 Retail Stores	Non-Blank		5	0.7					
	Blank		749	99.3					
	TOTAL		754	100.0	206,911	7,500	403,043	1,056	924,000
1986 Institutions	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	1,275,000	1,275,000	1,732,412	50,000	2,500,000
1986 Packers/Bottlers Independent	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	10,125,000	10,125,000	13,965,359	250,000	20,000,000
1986 Packers/Bottlers Cooperative	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	7,500	7,500		7,500	7,500
1986 Direct Export	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	200,000	200,000		200,000	200,000
1986 Industrial User or Food Manufacturer	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	951,667	575,000	919,787	280,000	2,000,000
1986 Other Outlet (First Response)	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	500	500		500	500

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1986 Other Outlet (Second Response)	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1986 Not Sold or In Storage	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	600	600		600	600
1986 Total	Non-Blank		10	1.3					
	Blank		744	98.7					
	TOTAL		754	100.0	2,689,856	200,000	6,287,928	1,056	20,200,000
1987 Roadside Market	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	100	100		100	100
1987 Retail Stores	Non-Blank		6	0.8					
	Blank		748	99.2					
	TOTAL		754	100.0	176,832	4,542	380,774	410	950,000
1987 Institutions	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	1,525,000	1,525,000	2,085,965	50,000	3,000,000
1987 Packers/Bottlers Independent	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	7,118,000	280,000	12,022,606	74,000	21,000,000
1987 Packers/Bottlers Cooperative	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	7,500	7,500		7,500	7,500
1987 Direct Export	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	320,000	320,000		320,000	320,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1987 Industrial User or Food Manufacturer	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	1,118,333	575,000	1,205,615	280,000	2,500,000
1987 Other Outlet (First Response)	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	300	300		300	300
1987 Other Outlet (Second Response)	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1987 Not Sold or In Storage	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1987 Total	Non-Blank		12	1.6					
	Blank		742	98.4					
	TOTAL		754	100.0	2,428,991	112,000	6,110,000	400	21,320,000
1988 Roadside Market	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1988 Retail Stores	Non-Blank		9	1.2					
	Blank		745	98.8					
	TOTAL		754	100.0	112,119	7,500	314,322	450	950,000
1988 Institutions	Non-Blank		2	0.3					
	Blank		752	99.7					
	TOTAL		754	100.0	1,675,000	1,675,000	2,298,097	50,000	3,300,000
1988 Packers/Bottlers Independent	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	7,800,000	200,000	13,163,586	200,000	23,000,000

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
1988 Packers/Bottlers Cooperative	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	7,500	7,500		7,500	7,500
1988 Direct Export	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	500,000	500,000		500,000	500,000
1988 Industrial User or Food Manufacturer	Non-Blank		3	0.4					
	Blank		751	99.6					
	TOTAL		754	100.0	1,351,667	575,000	1,428,289	480,000	3,000,000
1988 Other Outlet (First Response)	Non-Blank		1	0.1					
	Blank		753	99.9					
	TOTAL		754	100.0	200	200	200	200	
1988 Other Outlet (Second Response)	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1988 Not Sold or In Storage	Non-Blank		0	0.0					
	Blank		754	100.0					
	TOTAL		754	100.0					
1988 Total	Non-Blank		14	1.9					
	Blank		740	98.1					
	TOTAL		754	100.0	2,308,698	44,000	6,264,826	450	23,500,000

III. ADVERTISING AND PROMOTIONAL ACTIVITIES

1) Where did you advertise your products and services in 1988?

Honey Local Newspapers	Not Checked	0	751	99.6					
	Checked	1	3	0.4					
	TOTAL		754	100.0	0.00	0	0.06	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Honey Circulars	Not Checked	0	750	99.5	0.01	0	0.07	0	1
	Checked	1	4	0.5					
	TOTAL		754	100.0					
Honey Beekeeping Journals	Not Checked	0	753	99.9	0.00	0	0.04	0	1
	Checked	1	1	0.1					
	TOTAL		754	100.0					
Honey Magazines	Not Checked	0	752	99.7	0.00	0	0.05	0	1
	Checked	1	2	0.3					
	TOTAL		754	100.0					
Honey Community Bulletin Boards	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Honey Direct Mail	Not Checked	0	752	99.7	0.00	0	0.05	0	1
	Checked	1	2	0.3					
	TOTAL		754	100.0					
Honey Road Signs	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Honey Word of Mouth	Not Checked	0	749	99.3	0.01	0	0.08	0	1
	Checked	1	5	0.7					
	TOTAL		754	100.0					
Honey Other	Not Checked	0	753	99.9	0.00	0	0.04	0	1
	Checked	1	1	0.1					
	TOTAL		754	100.0					
Honey Didn't Advertise	Not Checked	0	745	98.8	0.01	0	0.11	0	1
	Checked	1	9	1.2					
	TOTAL		754	100.0					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Honey with other Nutritive Sweeteners Local Newspapers									
	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1
Honey with other Nutritive Sweeteners Circulars									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Honey with other Nutritive Sweeteners Beekeeping Journals									
	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1
Honey with other Nutritive Sweeteners Magazines									
	Not Checked	0	752	99.7					
	Checked	1	2	0.3					
	TOTAL		754	100.0	0.00	0	0.05	0	1
Honey with other Nutritive Sweeteners Community Bulletin Boards									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Honey with other Nutritive Sweeteners Direct Mail									
	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1
Honey with other Nutritive Sweeteners Road Signs									
	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Brokerage or Importer Services	Community Bulletin Boards								
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Brokerage or Importer Services	Direct Mail								
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Brokerage or Importer Services	Road Signs								
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Brokerage or Importer Services	Word of Mouth								
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Brokerage or Importer Services	Other								
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Brokerage or Importer Services	Didn't Advertise								
	Not Checked	0	736	97.6					
	Checked	1	18	2.4					
	TOTAL		754	100.0	0.02	0	0.15	0	1
Other Products or Services	Local Newspapers								
	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Other Products or Services Circulars									
	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1
Other Products or Services Beekeeping Journals									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Other Products or Services Magazines									
	Not Checked	0	751	99.6					
	Checked	1	3	0.4					
	TOTAL		754	100.0	0.00	0	0.06	0	1
Other Products or Services Community Bulletin Boards									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Other Products or Services Direct Mail									
	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1
Other Products or Services Road Signs									
	Not Checked	0	754	100.0					
	Checked	1	0	0.0					
	TOTAL		754	100.0					
Other Products or Services Word of Mouth									
	Not Checked	0	752	99.7					
	Checked	1	2	0.3					
	TOTAL		754	100.0	0.00	0	0.05	0	1

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Other Products or Services Other	Not Checked	0	753	99.9					
	Checked	1	1	0.1					
	TOTAL		754	100.0	0.00	0	0.04	0	1
Other Products or Services Didn't Advertise	Not Checked	0	740	98.1					
	Checked	1	14	1.9					
	TOTAL		754	100.0	0.02	0	0.14	0	1

SECTION D. FINANCES

Total Gross Expenses

1) Please estimate the cost of the following items to your entire operation in 1988. (Please fill in the blanks for ALL that apply.)

Labor-Hired labor	Non-Blank	303	40.2						
	Blank	451	59.8						
	TOTAL	754	100.0	22,175	3,500	61,157	20	728,373	
Labor-Hired labor benefits	Non-Blank	71	9.4						
	Blank	683	90.6						
	TOTAL	754	100.0	10,489	3,251	26,584	132	209,165	
Labor-Salaries of corporate officers, management, office labor, etc.	Non-Blank	67	8.9						
	Blank	687	91.1						
	TOTAL	754	100.0	43,689	27,500	70,306	100	400,000	
Bees-Bee food	Non-Blank	409	54.2						
	Blank	345	45.8						
	TOTAL	754	100.0	4,704	600	13,429	2	145,530	
Bees-Queens and Nucs	Non-Blank	355	47.1						
	Blank	399	52.9						
	TOTAL	754	100.0	2,004	500	4,873	7	58,871	

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Bees-Package Bees	Non-Blank		80	10.6					
	Blank		674	89.4					
	TOTAL		754	100.0	3,648	1,150	8,306	27	67,620
Supplies-General	Non-Blank		547	72.5					
	Blank		207	27.5					
	TOTAL		754	100.0	3,740	631	16,462	5	256,953
Supplies-Containers and Packaging Materials	Non-Blank		384	50.9					
	Blank		370	49.1					
	TOTAL		754	100.0	8,724	500	65,824	5	1,152,634
Equipment-Repair and Maintenance	Non-Blank		467	61.9					
	Blank		287	38.1					
	TOTAL		754	100.0	7,897	790	89,051	6	1,915,730
Equipment-Gas and Oil	Non-Blank		488	64.7					
	Blank		266	35.3					
	TOTAL		754	100.0	4,054	1,242	9,395	3	106,586
Buildings-Repair and Maintenance	Non-Blank		245	32.5					
	Blank		509	67.5					
	TOTAL		754	100.0	3,064	677	7,615	10	69,502
Buildings-Mortgage	Non-Blank		149	19.8					
	Blank		605	80.2					
	TOTAL		754	100.0	9,058	4,562	13,871	17	90,000
Overhead Expenses-Utilities	Non-Blank		434	57.6					
	Blank		320	42.4					
	TOTAL		754	100.0	2,048	599	7,058	5	125,120
Overhead Expenses-Business Insurance	Non-Blank		333	44.2					
	Blank		421	55.8					
	TOTAL		754	100.0	3,712	1,000	10,509	10	154,560

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Overhead Expenses-Taxes	Non-Blank		356	47.2					
	Blank		398	52.8					
	TOTAL		754	100.0	2,509	700	5,060	7	56,726
Overhead Expenses-Location Rent	Non-Blank		286	37.9					
	Blank		468	62.1					
	TOTAL		754	100.0	2,871	600	10,888	16	130,700
Overhead Expenses-Interest on Operating Capital	Non-Blank		150	19.9					
	Blank		604	80.1					
	TOTAL		754	100.0	7,833	2,069	23,683	13	243,850
Overhead Expenses-Office Expenses (excluding salaries)	Non-Blank		206	27.3					
	Blank		548	72.7					
	TOTAL		754	100.0	1,642	307	5,247	5	43,528
Marketing Activities-Advertising	Non-Blank		133	17.6					
	Blank		621	82.4					
	TOTAL		754	100.0	1,950	150	5,460	10	34,000
Marketing Activities-Publication Subscriptions	Non-Blank		263	34.9					
	Blank		491	65.1					
	TOTAL		754	100.0	178	40	767	5	9,600
Marketing Activities-Promotion (excluding NHB Assessments)	Non-Blank		73	9.7					
	Blank		681	90.3					
	TOTAL		754	100.0	3,098	342	10,005	8	73,000
Marketing Activities-Marketing Fees (e.g. brokerage fees)	Non-Blank		42	5.6					
	Blank		712	94.4					
	TOTAL		754	100.0	13,902	400	37,482	10	213,763

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
Other (Specify)	Non-Blank		107	14.2					
	Blank		647	85.8					
	TOTAL		754	100.0	25,094	4,681	118,876	10	90,000

Financial Situation

2) In 1988, what was your operation's approximate gross income? (Gross income is the total income before subtracting expenses. Circle the LETTER which applies to your operation.)

a. \$2,499 or less	1	163	21.6						
b. \$2,500 to 4,999	2	67	8.9						
c. \$5,000 to 9,999	3	63	8.4						
d. \$10,000 to 19,999	4	84	11.1						
e. \$20,000 to 39,999	5	68	9.0						
f. \$40,000 to 49,999	6	27	3.6						
g. \$50,000 to 99,999	7	57	7.6						
h. \$100,000 to 149,999	8	37	4.9						
i. \$150,000 to 199,999	9	10	1.3						
j. \$200,000 to 499,999	10	44	5.8						
k. \$500,000 to 999,999	11	13	1.7						
l. \$1,000,000 or more	12	17	2.3						
Blank		104	13.8						
TOTAL		754	100.0	4.45	4	3.17	1	12	

3) In 1988, what was your operation's net income? (Net income is gross income minus expenses. Circle the LETTER which applies.)

a. Costs exceeded income	1	125	16.6						
b. Broke even	2	51	6.8						
c. \$1 to \$2,499	3	156	20.7						
d. \$2,500 to \$4,999	4	55	7.3						
e. \$5,000 to \$9,999	5	76	10.1						
f. \$10,000 to \$19,000	6	70	9.3						
g. \$20,000 to \$49,999	7	75	9.9						
h. \$50,000 to \$99,000	8	17	2.3						
i. \$100,000 or more	9	17	2.3						
Blank		112	14.9						
TOTAL		754	100.0	3.94	3	2.24	1	9	

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
4)	What would you estimates to be the total value of all the assets of your operation at the end of 1988? (Assets include land, buildings, machinery, hives, honey, beeswax and other property. Circle the LETTER which applies.)								
	a. \$2,499 or less	1	84	11.1					
	b. \$2,500 to 4,999	2	49	6.5					
	c. \$5,000 to 9,999	3	56	7.4					
	d. \$10,000 to 19,999	4	59	7.8					
	e. \$20,000 to 39,999	5	87	11.5					
	f. \$40,000 to 49,999	6	24	3.2					
	g. \$50,000 to 99,999	7	78	10.3					
	h. \$100,000 to 149,999	8	40	5.3					
	i. \$150,000 to 199,999	9	37	4.9					
	j. \$200,000 to 499,999	10	74	9.8					
	k. \$500,000 to 999,999	11	32	4.2					
	l. \$1,000,000 to 1,499,999	12	15	2.0					
	m. \$1,500,000 to 1,999,999	13	4	0.5					
	n. \$2,000,000 or more	14	13	1.7					
	Blank		102	13.5					
	TOTAL		754	100.0	5.94	5	3.47	1	14

5) What was the approximate total amount of debt on the assets of your operation at the end of 1988? (Circle the LETTER which applies.)

a. No debt	1	386	51.2
b. \$2,499 or less	2	33	4.4
c. \$2,500 to 4,999	3	25	3.3
d. \$5,000 to 9,999	4	31	4.1
e. \$10,000 to 19,999	5	28	3.7
f. \$20,000 to 39,999	6	46	6.1
g. \$40,000 to 49,999	7	13	1.7
h. \$50,000 to 99,999	8	31	4.1
i. \$100,000 to 149,999	9	24	3.2
j. \$150,000 to 199,999	10	13	1.8
k. \$200,000 to 499,999	11	15	2.0
l. \$500,000 to 999,999	12	4	0.5
m. \$1,000,000 to 1,499,999	13	2	0.3

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	n. \$1,500,000 to 1,999,999								
		14	2	0.3					
	o. \$2,000,000 or more	15	3	0.4					
	Blank		98	13.0					
	TOTAL		754	100.0	3.15	1	3.21	1	15

SECTION E. PERSONAL INFORMATION

1) Which of the following best describes the location of your primary residence? (Please circle the LETTER where you live most of the year.)

a. Farm	1	186	24.7						
b. Rural but not farm	2	205	27.2						
c. Community under 2,500									
	3	117	15.5						
d. Community 2,500 or more but less than 25,000									
	4	96	12.7						
e. Community 25,000 or more but less than 50,000									
	5	29	3.8						
f. Community 50,000 or more but less than 100,000									
	6	24	3.2						
g. Community 100,000 or more									
	7	48	6.4						
Blank		49	6.5						
TOTAL		754	100.0	2.77	2	1.73	1	7	

2) How many people, including yourself, live at your present address?

a. Under 6 years old	0	547	72.5						
	1	60	8.0						
	2	43	5.7						
	3	7	0.9						
	4	2	0.3						
	Blank	95	12.6						
	TOTAL	754	100.0	0.27	0	0.65	0	4	
b. 6 to 12 years old	0	505	67.0						
	1	79	10.5						
	2	57	7.6						
	3	14	1.9						

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
		4	3	0.4					
		5	1	0.1					
		Blank	95	12.6					
		TOTAL	754	100.0	0.38	0	0.79	0	5
c. 13 to 18 years old		0	516	68.4					
		1	93	12.3					
		2	36	4.8					
		3	12	1.6					
		4	1	0.1					
		5	1	0.1					
		Blank	95	12.6					
		TOTAL	754	100.0	0.32	0	0.70	0	5
d. 19 or older		0	14	1.9					
		1	56	7.4					
		2	463	61.4					
		3	104	13.8					
		4	17	2.3					
		5	3	0.4					
		6	2	0.3					
		Blank	95	12.6					
		TOTAL	754	100.0	2.11	2	0.71	0	6
3) What is your current marital status?									
	a. Married	1	636	84.4					
	b. Single	2	46	6.1					
	c. Widowed/Divorced/Separated								
		3	30	4.0					
		Blank	42	5.6					
		TOTAL	754	100.0	1.15	1	0.46	1	3
4) How many years of school did you complete?									
	a. 1 to 8 years	1	43	5.7					
	b. 9 to 11 years	2	56	7.4					
	c. 12 years	3	229	30.4					

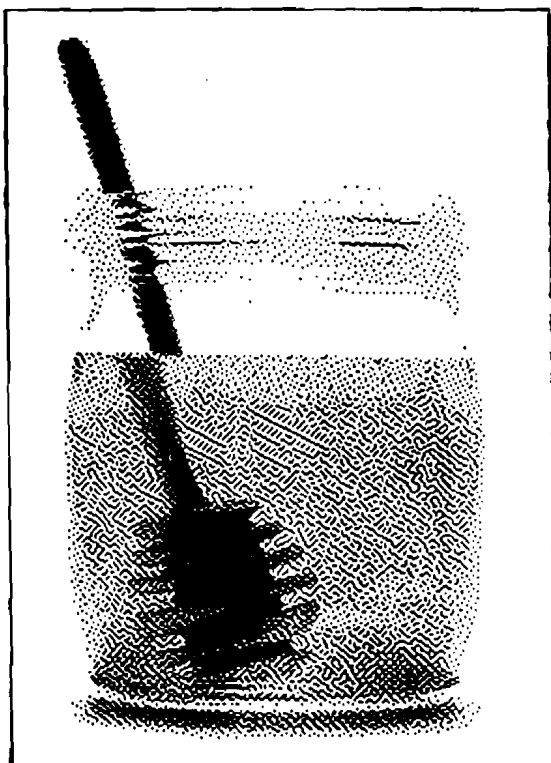
Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	d. 13 to 15 years	4	156	20.7					
	e. 16 or more years	5	228	30.2					
	Blank		42	5.6					
	TOTAL		754	100.0	3.66	4	1.18	1	5
5) What do you consider your major occupation?									
	a. Clerical	1	5	0.7					
	b. Professional	2	66	8.7					
	c. Managerial	3	24	3.2					
	d. Technician	4	25	3.3					
	e. Labor	5	49	6.5					
	f. Own my own business	6	47	6.2					
	g. Sales	7	10	1.3					
	h. Beekeeper/producer	8	239	31.7					
	i. Farmer	9	32	4.2					
	j. Retired	10	78	10.3					
	k. Other	11	45	6.0					
	h and j	12	4	0.5					
	e and j	13	1	0.1					
	a and j	14	3	0.4					
	f and j	15	2	0.3					
	d and i	16	2	0.3					
	f and h	17	5	0.7					
	i and j	18	1	0.1					
	d and h	19	1	0.1					
	e and h	20	5	0.7					
	h and k	21	1	0.1					
	b and j	22	1	0.1					
	h and i	23	1	0.1					
	f and i	24	4	0.5					
	b and i	25	1	0.1					
	b and f	26	8	1.1					
	c and j	27	2	0.3					
	c and d	28	5	0.7					
	c and f	29	2	0.3					
	b and h	30	2	0.3					

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
	f and k	31	4	0.5					
	g and h	32	21	2.8					
	e and f	33	6	0.8					
	c and h	34	4	0.5					
	j and k	35	1	0.1					
	i and k	36	1	0.1					
	c and e	37	1	0.1					
	e and i	38	1	0.1					
	Blank		44	5.8					
	TOTAL		754	100.0	9.51	8	7.33	1	38
6)	Is this occupation the major source of your household's income?								
	a. No	1	221	29.3					
	b. Yes	2	477	63.3					
	Blank		56	7.4					
	TOTAL		754	100.0	1.68	2	0.47	1	2
7)	How long have you been a producer, packer, importer, or broker in the beekeeping industry?								
	Non-Blank		689	91.4					
	Blank		65	8.6					
	TOTAL		754	100.0	19.66	15	13.92	0	85
8)	Which income category best describes the annual gross income for all wage earners in your immediate family living with you last year?								
	a. Less than 9,999	1	74	9.8					
	b. \$10,000 to 19,999	2	99	13.1					
	c. \$20,000 to 39,999	3	214	28.4					
	d. \$40,000 to 69,999	4	163	21.6					
	e. \$70,000 to 99,999	5	53	7.0					
	f. \$100,000 to 149,999	6	30	4.0					
	g. \$150,000 to 199,999	7	4	0.5					
	h. \$200,000 to 499,999	8	11	1.5					
	i. \$500,000 to 1,000,000	9	3	0.4					
	j. Over \$1,000,000	10	1	0.1					
	Blank		102	13.5					
	TOTAL		754	100.0	3.32	3	1.50	1	10

Question	Response	Value	Number of Responses	Percent of Total	Mean	Median	Standard Deviation	Minimum	Maximum
9) How old were you on your last birthday?									
		Non-Blank	709	94.0					
		Blank	45	6.0					
		TOTAL	754	100.0	51.20	50	13.37	20	89
10) Are you:									
	a. Female	1	37	4.9					
	b. Male	2	673	89.3					
		Blank	44	5.8					
		TOTAL	754	100.0	1.95	2	0.22	1	2
11) How long did it take you to complete this questionnaire?									
		Non-Blank	634	84.1					
		Blank	120	15.9					
		TOTAL	754	100.0	98	60	113	2	973

APPENDIX:
NATIONAL SURVEY INSTRUMENT

HONEY INDUSTRY SURVEY



The purpose of this survey is to collect information to identify the needs and current economic status of the honey industry. Information from this study will be provided by the Economic Research Service of the U.S. Department of Agriculture to members of the U.S. Congress to assist them in establishing a pricing policy that reflects the needs of the industry. This information will aid the National Honey Board's development of research, advertising and promotion programs which will best serve the industry.

Conducted by
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Appendix: National Survey Instrument (continued)

Form Approved
O.M.B. No. 0536-0035
Expiration Date 6/30/91

HONEY PRODUCERS, PACKERS, IMPORTERS AND BROKERS SURVEY

INTRODUCTION:

The Cornell Institute for Social and Economic Research (CISER) is collecting information relative to honey production, pollination and the structure of your beekeeping operation. This study of the beekeeping industry is mandated by Congress in the 1987 Appropriations Bill. The information will be used by analysts at Cornell University, the National Honey Board, and the United States Department of Agriculture.

Your response is confidential and will be used only for statistical purposes and economic analysis. Although your participation is voluntary, your cooperation is essential to help us determine the economic health of the beekeeping industry. We encourage you to make the information as accurate as possible. The survey is also supported by the American Beekeeping Federation, the American Honey Producers Association and the National Honey Packers & Dealers Association.

Public reporting burden for this collection of information is estimated to average one hour (60 minutes) per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed and completing and reviewing the collected information. Send comments regarding this burden estimate or any other aspect of collection of information, including suggestions for reducing this burden to:

Department of Agriculture, Clearance Officer
O.I.R.M Room 404-W
Washington D.C. 20250

and to the: Office of Management and Budget
Paperwork Reduction Project (O.M.B. No. 0536-0035)
Washington D.C. 20502

Cover photo courtesy of National Honey Board

Appendix: National Survey Instrument (continued)

ANSWER THIS QUESTION FIRST

How would you classify yourself in the honey industry? (Please circle ALL that apply.)

a. PRODUCER

b. PACKER

c. IMPORTER

d. BROKER

→ If not a producer ALSO, Skip to Section B, page 13

SECTION A. PRODUCERS

I. FIRM CHARACTERISTICS

- 1) Is beekeeping your: (Please circle ONE response.)
 - a. Full time profession
 - b. Part time profession
 - c. Hobby
- 2) What state do you consider the primary headquarters for your beekeeping operation?

- 3) Is your actual residence in the same state as your primary beekeeping headquarters?
 - a. No → If no: In what state is your actual residence? _____
 - b. Yes
- 4) Which of the following years did you NOT have a beekeeping operation? (Circle ALL that apply.)

a. 1981	d. 1984	g. 1987
b. 1982	e. 1985	h. 1988
c. 1983	f. 1986	
- 5) We would like to know your operation's peak production history during each of the last four years and the number of working colonies you had during that time. (Please fill in the information for the years when you had a beekeeping operation in the spaces provided. Write "0" if none.)

	1985	1986	1987	1988
a. Number of colonies on October 1	_____	_____	_____	_____
b. # of working colonies at peak production	_____	_____	_____	_____
c. Month(s) of the year your operation experienced peak production	_____	_____	_____	_____

Appendix: National Survey Instrument (continued)

II. PRODUCTS AND SERVICES

Receipts and Production:

- 1) What were your total gross receipts from products sold, services provided and/or program participation from 1985 to 1988?

Please write: NA - if you DID NOT produce or provide specific products or services or participate in programs for that year.
 0 - if you DID NOT receive any money for specific products, services or programs your operation had for that year.

Products, Services, and Programs	TOTAL GROSS RECEIPTS FOR CALENDAR YEAR			
	1985	1986	1987	1988
Honey (not forfeited to CCC)	\$ _____	\$ _____	\$ _____	\$ _____
Pollination Services	\$ _____	\$ _____	\$ _____	\$ _____
Beeswax	\$ _____	\$ _____	\$ _____	\$ _____
Package Bees	\$ _____	\$ _____	\$ _____	\$ _____
Queens and Nuc	\$ _____	\$ _____	\$ _____	\$ _____
Royal Jelly, Propolis, Pollen	\$ _____	\$ _____	\$ _____	\$ _____
Other	\$ _____	\$ _____	\$ _____	\$ _____
Gov't. payments (net receipts)				
CCC forfeitures	\$ _____	\$ _____	\$ _____	\$ _____
Marketing loan benefit*	\$ _____	\$ _____	\$ _____	\$ _____

* Difference between loan rate and repayment rate.

- 2) How much of the following did your beekeeping operation produce or provide from 1985 to 1988?

Products/Services	CALENDAR YEAR			
	1985	1986	1987	1988
Honey	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Beeswax	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Royal jelly, Propolis and Pollen	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Package Bees	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Nucs	_____ #	_____ #	_____ #	_____ #
Queens Sold Separately	_____ #	_____ #	_____ #	_____ #
Pollination Services				
# of Colonies	_____ #	_____ #	_____ #	_____ #
# of Rentals	_____ #	_____ #	_____ #	_____ #

Appendix: National Survey Instrument (continued)

- 3) Of the products and services provided by your beekeeping operation referred to in Question 2, which three do you consider most important to your operation? (Please write down the items in the spaces provided in the order of their importance to your operation.)

_____ Most Important
 _____ Second Most Important
 _____ Third Most Important

- 4) Did your beekeeping operation suffer a reduction in production for any of the following reasons from 1985 to 1988? (CHECK where appropriate.)

	CALENDAR YEAR			
Reason	1985	1986	1987	1988
Drought	_____	_____	_____	_____
Disease	_____	_____	_____	_____
Mites	_____	_____	_____	_____
Other (Specify)				
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Honey Marketing:

- 5) During the period of 1985 to 1988 what percent of the honey you marketed was white, extra light amber, light amber or amber?

	PERCENT OF TOTAL HONEY MARKETED FOR CALENDAR YEAR			
Honey Marketed	1985	1986	1987	1988
White	_____ %	_____ %	_____ %	_____ %
Extra Light Amber	_____ %	_____ %	_____ %	_____ %
Light Amber	_____ %	_____ %	_____ %	_____ %
Amber	_____ %	_____ %	_____ %	_____ %

Appendix: National Survey Instrument (continued)

- 6) During the period of 1985 to 1988, which of the following markets did you use to dispose of your honey crop and what was the amount of honey sold in each market? (Each honey crop year's total should agree with the honey production you reported in Question 2.)

Please write NA - if you DID NOT use that specific outlet in a given year.

Markets Used	POUNDS SOLD FOR CALENDAR YEAR			
	1985	1986	1987	1988
Roadside Market	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Retail Stores	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Institutions	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Broker or Dealer	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Packers/Bottlers Independent	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Cooperative	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Direct Export	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Industrial User or Food Manufacturer	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Forfeited to CCC	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Other Outlet (Specify)	_____ lbs	_____ lbs	_____ lbs	_____ lbs
_____	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Not Sold or In Storage	_____ lbs	_____ lbs	_____ lbs	_____ lbs
TOTAL	_____ lbs	_____ lbs	_____ lbs	_____ lbs

Government Honey Price Support Program:

- 7) Since the 1981 crop year, have you participated in the government honey price support program?
- No → Skip to Question 9, page 6.
 - Yes

Appendix: National Survey Instrument (continued)

- 8) Please fill in the information for honey your operation placed under loan with the government honey price support program from 1981 to 1988.

Please write: NA - if you DID NOT participate in the program that year.
 0 - if you participated in the program but DID NOT FORFEIT ANY HONEY to the CCC or receive net receipts.

Honey Crop Year	Quantity Placed Under Loan	Quantity Forfeited to CCC	Net Receipts from Gov't Payments	
			Loan Forfeitures	Marketing Loan Benefit*
1981	_____ lbs	_____ lbs	\$ _____	
1982	_____ lbs	_____ lbs	\$ _____	
1983	_____ lbs	_____ lbs	\$ _____	
1984	_____ lbs	_____ lbs	\$ _____	
1985	_____ lbs	_____ lbs	\$ _____	
1986	_____ lbs	_____ lbs	\$ _____	\$ _____
1987	_____ lbs	_____ lbs	\$ _____	\$ _____
1988	_____ lbs	_____ lbs	\$ _____	\$ _____

* Difference between loan rate and repayment rate.

- 9) For the years that you did not participate in the government honey price support program and had a beekeeping operation:

Which of the following best describes why you did not participate? (Circle ALL that apply.)

- a. I received a higher price through local markets.
- b. I did not produce enough honey to use the program.
- c. I was not familiar with how the program worked.
- d. It took too much time to complete the paper work.
- e. Cooperative placed honey under loan for me.
- f. Other (Specify)

Appendix: National Survey Instrument (continued)

- 10) In your opinion, how would your operation be affected if the federal honey support program were eliminated? (Please circle ALL that apply.)

- a. **COULD NOT CONTINUE** being a beekeeper.
- b. Would **MAINTAIN** the size of my operation.
- c. Would **DECREASE** the size of my operation.
- d. Would **EXPAND** the size of my operation.
- e. Would **DIVERSIFY** into other areas of beekeeping.

If e.: Would diversify into: _____

f. Other changes (Please specify.) _____

Bee Colony Transport:

- 11) a. Did you transport any of your bee colonies to other states in 1985, 1986, 1987 or 1988? (Circle ONE letter for each year.)

1985	1986	1987	1988
a. Yes	a. Yes	a. Yes	a. Yes

— b. No, I did not transport bee colonies to other states in 1985, 1986, 1987 or 1988 → Skip to Question 11c, below.

- b. If you transported any of your bee colonies to other states, what was the main purpose? (Please check where appropriate)

Main Purpose for Transporting Bees 1985 1986 1987 1988

- | | | | | |
|--|-------|-------|-------|-------|
| a. Provide paid pollination services | _____ | _____ | _____ | _____ |
| b. Seek floral source for honey prod'n | _____ | _____ | _____ | _____ |
| c. Wintering | _____ | _____ | _____ | _____ |
| d. Other (Specify) _____ | _____ | _____ | _____ | _____ |

- c. What is your best estimate of the total mileage for transporting your bee colonies in each year for any reason? Total mileage includes all transporting activities to and from home location within state as well as between states for all vehicles.

a. 1985	_____ miles
b. 1986	_____ miles
c. 1987	_____ miles
d. 1988	_____ miles

Appendix: National Survey Instrument (continued)

Pollination Services:

- 12) Did your operation transport bee colonies to one or more locations during 1985, 1986, 1987 or 1988 to provide paid pollination services?

a. No → Skip to Section III, page 10.
b. Yes

- 13) Please answer the following questions based on your most recent experience.

- a. For which year are you providing information on pollination services?

19_____

- b. How many of your colonies were used at the start of the pollination season?

_____ # of COLONIES

- c. How many of your colonies were being used at the end of the pollination season?

_____ # of COLONIES

- d. How many times were your colonies relocated during the year to provide paid or unpaid pollination services?

_____ # of TIMES RELOCATED

- e. How many total miles were your colonies transported during a year to provide pollination services? (Please approximate if unsure. Total miles includes all transporting activities to and from home location within state as well as between states.)

_____ TOTAL MILES

Appendix: National Survey Instrument (continued)

- f. In the table below, please indicate the state(s) where your colonies provide paid pollination services, the main crops pollinated, colonies used, and applicable pollination fees received. Begin with the first crops pollinated in the year and proceed throughout the year. If more than one crop is pollinated in a state, report additional crops in the second column.

[illegible]

- 14) Please identify where your colonies that are used to provide paid pollination services are over-wintered.

Location (State)	Number of Colonies
_____	_____
_____	_____
_____	_____

Appendix: National Survey Instrument (continued)

III. 1988 PESTICIDE AND WINTER LOSSES

- 1) Did your beekeeping operation incur losses from pesticides during 1988?
 - a. No → Skip to Question 6, below.
 - b. Yes
- 2) What percent of your colonies were affected by pesticides in 1988?
_____ % COLONIES AFFECTED
- 3) What percent of your affected colonies suffered 50% or more loss of honey bees from pesticides?
_____ % COLONIES WITH 50% LOSS
- 4) Where did most of your losses occur? (Circle ONE answer.)
 - a. Colony
 - b. Field
 - c. Both
- 5) Are you normally reimbursed for your honey bee losses from pesticides?
 - a. No
 - b. Yes
- 6) Does your beekeeping operation normally incur winter losses?
 - a. No → Skip to Section IV, page 11.
 - b. Yes
- 7) What percent of your colonies are affected by winter loss each year?
_____ % COLONIES AFFECTED
- 8) What percent of your affected colonies suffered 50% or more winter loss of honey bees?
_____ % COLONIES WITH 50% LOSS

Appendix: National Survey Instrument (continued)

9) What method do you use to replace winter losses? (Circle ALL that apply.)

- a. Package bees
- b. Divisions with purchased queens
- c. Divisions with queens raised by the beekeeper using a natural queen cell
- d. Divisions with queens raised by the beekeeper using a grafted queen cell

IV. LABOR USE

1) What is the average number of hours per week each of the following have spent on your entire operation in 1988? (Please fill in the blanks provided.)

Please write: NA - if you DID NOT USE a specific labor source during a given time.

	Jan-Mar (hours/week)	Apr-Jun (hours/week)	Jul-Sep (hours/week)	Oct-Dec (hours/week)
Yourself	_____	_____	_____	_____
Other Family Members	_____	_____	_____	_____
Hired Labor				
Full Time	_____	_____	_____	_____
Part Time	_____	_____	_____	_____

2) What is the average wage rate paid by your operation for each of the following?

- a. Full time hired labor? _____ dollars/hour.
- b. Part time hired labor? _____ dollars/hour.

Appendix: National Survey Instrument (continued)

V. ADVERTISING AND PROMOTIONAL ACTIVITIES

- 1) Where did you advertise your products and services in 1988? Exclude contributions for advertising and promotion done by marketing cooperatives and the National Honey Board. (Please put a CHECK on the appropriate spaces.)

	Honey	Honey with other Products	Beeswax	Pollination Services	Package Bees and Queens
Local Newspapers	_____	_____	_____	_____	_____
Circulars	_____	_____	_____	_____	_____
Beekeeping Journals	_____	_____	_____	_____	_____
Magazines	_____	_____	_____	_____	_____
Community Bulletin Boards	_____	_____	_____	_____	_____
Direct Mail	_____	_____	_____	_____	_____
Road Signs	_____	_____	_____	_____	_____
Word of Mouth	_____	_____	_____	_____	_____
Other (Please List)	_____	_____	_____	_____	_____
	_____	_____	_____	_____	_____
Didn't Advertise	_____	_____	_____	_____	_____

- 2) Which of the following beekeeping promotional activities did you participate in during 1988? (Circle ALL that apply.)

- a. Distributing recipes using honey
- b. Giving demonstrations/Setting up Displays
(e.g. county fairs, flea markets, grocery stores, bazaars etc.)
- c. Distributing honey information
- d. Distributing free samples
- e. Publishing newspaper articles
- f. Maintaining observation hive
- g. Contributing to the National Honey Board
- h. Other (Please Specify)

- i. Did not participate during 1988

Appendix: National Survey Instrument (continued)

SECTION B

If you are:

- * a PRODUCER only ➡ Skip to Section D, Page 21
- * a PACKER ➡ Continue with Section B, Page 14
- * All Others ➡ Skip to Section C, Page 17

Appendix: National Survey Instrument (continued)

SECTION B. PACKERS

I. FIRM CHARACTERISTICS

1) Are you a: (Please circle ONE response.)

- a. Full time Packer
- b. Part time Packer;
Other time spent on beekeeping activities
- c. Part time Packer;
Other time spent on non-beekeeping activities

2) In what state do you have your packing facilities?

II. PRODUCTS AND SERVICES

1) Did your operation do any subcontracted packing services for other businesses in 1988?

- a. No → Skip to question 3, page 15.
- b. Yes

2) **FOR SUBCONTRACTED HONEY ONLY:**

Please fill in the following information about honey you packed for other businesses from 1985 to 1988.

Please write: NA - if you DID NOT accept any subcontracts that year.

Calendar Year	Honey Source	Volume Packed	Total Cost of Purchased Honey	Revenue Received From Services
1985	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____
1986	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____
1987	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____
1988	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____

Appendix: National Survey Instrument (continued)

- 3) **For All Packing Services Excluding Subcontracted Services:**
Please fill in the following information about honey you packed from 1985 to 1988.

Calendar Year	Honey Source	Volume Packed	Total Cost of Purchased Honey	Revenue Received From Packed Honey
1985	Own Honey	_____ lbs		\$ _____
	Purchased Domestic	_____ lbs	\$ _____	\$ _____
	Purchased Foreign	_____ lbs	\$ _____	\$ _____
1986	Own Honey	_____ lbs		\$ _____
	Purchased Domestic	_____ lbs	\$ _____	\$ _____
	Purchased Foreign	_____ lbs	\$ _____	\$ _____
1987	Own Honey	_____ lbs		\$ _____
	Purchased Domestic	_____ lbs	\$ _____	\$ _____
	Purchased Foreign	_____ lbs	\$ _____	\$ _____
1988	Own Honey	_____ lbs		\$ _____
	Purchased Domestic	_____ lbs	\$ _____	\$ _____
	Purchased Foreign	_____ lbs	\$ _____	\$ _____

- 4) **How much honey did your operation sell through the following market outlets from 1985 to 1988?**

Please write NA - if you DID NOT use that specific outlet in a given year.

Markets Used	POUNDS SOLD FOR CALENDAR YEAR			
	1985	1986	1987	1988
Roadside Market	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Retail Stores	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Institutions	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Broker or Dealer	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Direct Export	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Industrial User or Food Manufacturer	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Other Outlet (Specify)	_____ lbs	_____ lbs	_____ lbs	_____ lbs
	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Not Sold or In Storage	_____ lbs	_____ lbs	_____ lbs	_____ lbs
TOTAL	_____ lbs	_____ lbs	_____ lbs	_____ lbs

Appendix: National Survey Instrument (continued)

III. ADVERTISING AND PROMOTIONAL ACTIVITIES

- 1) Where did you advertise your products and services in 1988? (Please put a CHECK on the appropriate spaces.)

	Honey	Honey with other Products	Packing Services	Other Products or Services
Local Newspapers	_____	_____	_____	_____
Circulars	_____	_____	_____	_____
Beekkeeping Journals	_____	_____	_____	_____
Magazines	_____	_____	_____	_____
Community Bulletin Boards	_____	_____	_____	_____
Direct Mail	_____	_____	_____	_____
Road Signs	_____	_____	_____	_____
Word of Mouth	_____	_____	_____	_____
Other (Please List)	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
Didn't Advertise	_____	_____	_____	_____

Appendix: National Survey Instrument (continued)

SECTION C

If you are:

- * NOT an Importer or Broker ➡ Skip to Section D, Page 21
- * an Importer or Broker ➡ Please continue with Section C, Page 18

Appendix: National Survey Instrument (continued)

SECTION C. IMPORTERS AND BROKERS

I. FIRM CHARACTERISTICS

1) Which of the following best describes your operation? (Please circle ONE response.)

- a. Full time Importer
- b. Full time Broker
- c. Full time Importer and Broker
- d. Part time Importer
- e. Part time Broker
- f. Part time Importer and Broker

2) In what state do you have your primary headquarters?

II. PRODUCTS AND SERVICES

1) What products do you negotiate? (Circle ALL that apply.)

- a. Honey
- b. Other Nutritive Sweeteners (e.g. corn syrup, sugar, etc.)
- c. Other Agricultural Products
- d. Non-Agricultural Products

2) During the period of 1985 to 1988, please indicate the quantity of honey negotiated by your operation, its source, the cost, and the revenue received.

Calendar Year	Honey Source	Volume	Total Cost	Total Revenue
1985	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____
1986	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____
1987	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____
1988	Domestic	_____ lbs	\$ _____	\$ _____
	Foreign	_____ lbs	\$ _____	\$ _____

Appendix: National Survey Instrument (continued)

- 3) How much of your **negotiated honey** did your operation sell through the following market outlets from 1985 to 1988?

Please write NA - if you DID NOT use that specific outlet in a given year.

Markets Used	POUNDS SOLD FOR CALENDAR YEAR			
	1985	1986	1987	1988
Roadside Market	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Retail Stores	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Institutions	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Packers/Bottlers				
Independent	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Cooperative	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Direct Export	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Industrial User or Food Manufacturer	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Other Outlet (Specify)				
_____	_____ lbs	_____ lbs	_____ lbs	_____ lbs
_____	_____ lbs	_____ lbs	_____ lbs	_____ lbs
Not Sold or In Storage	_____ lbs	_____ lbs	_____ lbs	_____ lbs
TOTAL	_____ lbs	_____ lbs	_____ lbs	_____ lbs

Appendix: National Survey Instrument (continued)

III. ADVERTISING AND PROMOTIONAL ACTIVITIES

- 1) Where did you advertise your products and services in 1988? (Please put a CHECK on the appropriate spaces.)

	<u>Honey</u>	<u>Honey with other Nutritive Sweeteners</u>	<u>Brokerage and Importer Services</u>	<u>Other Products or Services</u>
Local Newspapers	_____	_____	_____	_____
Circulars	_____	_____	_____	_____
Beekeeping Journals	_____	_____	_____	_____
Magazines	_____	_____	_____	_____
Community Bulletin Boards	_____	_____	_____	_____
Direct Mail	_____	_____	_____	_____
Road Signs	_____	_____	_____	_____
Word of Mouth	_____	_____	_____	_____
Other (Please List)	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
Didn't Advertise	_____	_____	_____	_____

Please continue with Section D, Page 21.

Appendix: National Survey Instrument (continued)

Financial Situation: -Please answer the following questions with regard to your entire beekeeping and/or marketing operation.

- 2) In 1988, what was your operation's approximate **gross income**? (Gross income is the total income before subtracting expenses. Circle the LETTER which applies to your operation.)

- | | |
|-------------------------|---------------------------|
| a. \$2,499 or less | g. \$50,000 to \$99,999 |
| b. \$2,500 to \$4,999 | h. \$100,000 to \$149,999 |
| c. \$5,000 to \$9,999 | i. \$150,000 to \$199,999 |
| d. \$10,000 to \$19,999 | j. \$200,000 to \$499,999 |
| e. \$20,000 to \$39,999 | k. \$500,000 to \$999,999 |
| f. \$40,000 to \$49,999 | l. \$1,000,000 or more |

- 3) In 1988, what was your operation's **net income**? (Net income is gross income minus expenses. Circle the LETTER which applies.)

- | | |
|--------------------------|-------------------------|
| a. Costs exceeded income | e. \$5,000 to \$9,999 |
| b. Broke even | f. \$10,000 to \$19,999 |
| c. \$1 to \$2,499 | g. \$20,000 to \$49,999 |
| d. \$2,500 to \$4,999 | h. \$50,000 to \$99,999 |
| | i. \$100,000 or more |

- 4) What would you estimate to be the **total value of all the assets** of your operation at the end of 1988? (Assets include land, buildings, machinery, hives, honey, beeswax and other property. Circle the LETTER which applies.)

- | | |
|-------------------------|-------------------------------|
| a. \$2,499 or less | h. \$100,000 to \$149,999 |
| b. \$2,500 to \$4,999 | i. \$150,000 to \$199,999 |
| c. \$5,000 to \$9,999 | j. \$200,000 to \$499,999 |
| d. \$10,000 to \$19,999 | k. \$500,000 to \$999,999 |
| e. \$20,000 to \$39,999 | l. \$1,000,000 to \$1,499,999 |
| f. \$40,000 to \$49,999 | m. \$1,500,000 to \$1,999,999 |
| g. \$50,000 to \$99,999 | n. \$2,000,000 or more |

- 5) What was the approximate **total amount of debt** on the assets of your operation at the end of 1988? (Circle the LETTER which applies.)

- | | |
|-------------------------|-------------------------------|
| a. No debt | i. \$100,000 to \$149,999 |
| b. \$2,499 or less | j. \$150,000 to \$199,999 |
| c. \$2,500 to \$4,999 | k. \$200,000 to \$499,999 |
| d. \$5,000 to \$9,999 | l. \$500,000 to \$999,999 |
| e. \$10,000 to \$19,999 | m. \$1,000,000 to \$1,499,999 |
| f. \$20,000 to \$39,999 | n. \$1,500,000 to \$1,999,999 |
| g. \$40,000 to \$49,999 | o. \$2,000,000 or more |
| h. \$50,000 to \$99,999 | |

Appendix: National Survey Instrument (continued)

SECTION E. PERSONAL INFORMATION

- 1) Which of the following best describes the location of your primary residence?
(Please circle the LETTER where you live most of the year.)
- a. Farm
 - b. Rural but not farm
 - c. Community under 2,500
 - d. Community 2,500 or more but less than 25,000
 - e. Community 25,000 or more but less than 50,000
 - f. Community 50,000 or more but less than 100,000
 - g. Community 100,000 or more
- 2) How many people, including yourself, live at your present address? (Please fill in the blanks. Put "0" where applicable.)
- a. Under 6 years old _____
 - b. 6 to 12 years old _____
 - c. 13 to 18 years old _____
 - d. 19 or older _____
- 3) What is your current marital status? (Please circle ONE response.)
- a. Married
 - b. Single
 - c. Widowed/Divorced/Separated
- 4) How many years of school did you complete? (Please circle ONE response.)
- a. 1 to 8 years (Elementary school only)
 - b. 9 to 11 years (Attended some high school)
 - c. 12 years (Graduated high school)
 - d. 13 to 15 years (Attended college)
 - e. 16 or more years (Graduated college)
- 5) What do you consider your major occupation? (Circle the LETTER which best describes your occupation.)
- | | |
|--|--|
| a. Clerical | f. Own my own business (excluding farming) |
| b. Professional (teacher, lawyer, etc) | g. Sales |
| c. Managerial | h. Beekeeper and/or bee producer |
| d. Technician | i. Farmer (crop, livestock, aquaculture, poultry etc.) |
| e. Labor (construction, factory, etc.) | j. Retired |
| | k. Other _____ |

Appendix: National Survey Instrument (continued)

- 6) Is this occupation the major source of your household's income?
- a. No
b. Yes
- 7) How long have you been a producer, packer, importer, or broker in the beekeeping industry?
- _____ years
- 8) Which income category best describes the annual gross income for all wage earners in your immediate family living with you last year? (Please circle ONE response.)
- | | |
|-------------------------|-----------------------------|
| a. Less than \$9,999 | f. \$100,000 to \$149,999 |
| b. \$10,000 to \$19,999 | g. \$150,000 to \$199,999 |
| c. \$20,000 to \$39,999 | h. \$200,000 to \$499,999 |
| d. \$40,000 to \$69,999 | i. \$500,000 to \$1,000,000 |
| e. \$70,000 to \$99,999 | j. Over \$1,000,000 |
- 9) How old were you on your last birthday?
- _____ years old
- 10) Are you:
- a. Female
b. Male
- 11) How long did it take you to complete this questionnaire?
- _____ minutes

Appendix: National Survey Instrument (continued)

SECTION F. YOUR COMMENTS

Is there anything else that you would like to tell us about your operation? If you do, please use the space below for that purpose.

Do you have any comments about this survey in general, as well as any of its specific sections or questions? We would appreciate your comments to help us learn more about issues important in identifying the needs and current economic status of the honey industry.

Appendix: National Survey Instrument (continued)

If you have any questions regarding this study or this questionnaire, please contact:

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THANK YOU FOR YOUR COOPERATION. PLEASE MAIL THIS
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